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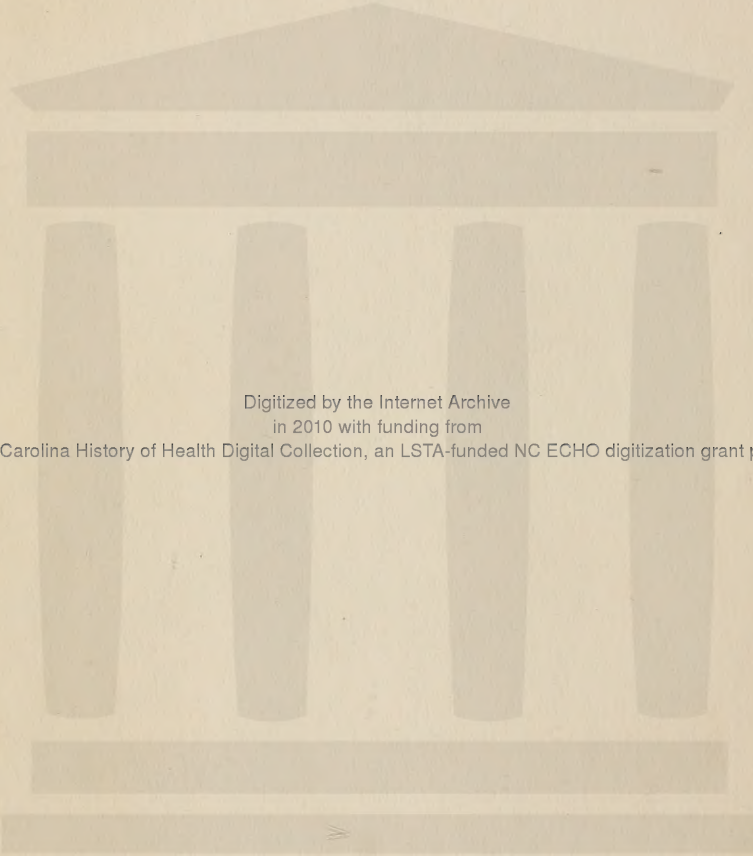
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The Carolina SCHOOL OF PHARMACY **JOURNAL OF PHARMACY**

Published Monthly by the North Carolina Pharmaceutical
Association at Chapel Hill, N. C.



Mr. Dragon Fly pays a visit to his favorite Drug Plant—*Althaea officinalis*. Photo by Wallace Patterson.

Jan., 1949

Volume XXX

Number 1

IN THIS ISSUE

YOUR No. 1 CASH REGISTER BANDIT

faith

In the immortal words of Norman Gale, "This is the country of Faith." Since the signing of the Declaration of Independence, Faith has been a predisposing factor to the nation's growth and to the full enjoyment of life.

A prosperous economy, which leads to better living, is dependent on fair dealing and respect for the rights of others. Fifty-four years ago the Lilly Policy was instituted to insure straightforward business relations—to safeguard the special interests of the pharmacist, the physician, the patient, and the service wholesale distributor. Time has proved the Lilly Policy to be a sound business doctrine which in good faith boldly recognizes and protects the respective functions of the allied health services. It is a guarantee of fair business relations.



ELI LILLY AND COMPANY • INDIANAPOLIS 6, INDIANA, U.S.A.

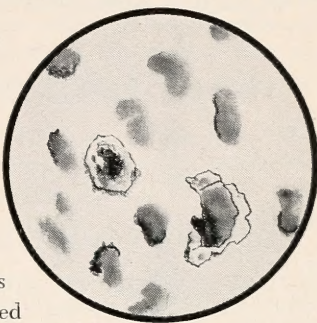
Lilly



improves the blood picture

VENTREX®

Of the physician's major diagnostic procedures, blood tests are among the most frequent. And of the thousands of persons so tested, many receive and benefit by VENTREX anti-anemic therapy. For VENTREX, because of its content of stomach tissue and folic acid, supplies concentrated anti-anemic principles needed for red blood cell formation. In addition, VENTREX furnishes iron in a form that is not only exceptionally well tolerated but is readily assimilated even in an acidity. Thiamine and riboflavin are also included because of their ability to improve nutrition and promote normal function of the gastrointestinal tract. Thus VENTREX is a well-rounded hematinic that gives favorable response in a wide variety of anemias.

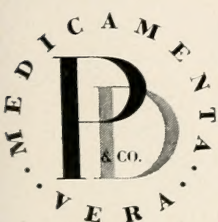


improves the sales picture

VENTREX

The sense of well-being and "lift" which patients get from VENTREX is verified by the physician in subsequent blood pictures. And when patient and doctor alike are gratified—look for increases in the number of prescriptions you receive. You can depend on all-season demand for VENTREX.

Kapseals® VENTREX packaged to please—hermetically sealed to guard against oxidation. Bottles of 100 and 1000 Kapseals.



PARKE, DAVIS & COMPANY • DETROIT 32, MICHIGAN

Light Stuff

Buddy Thompson, 6-year-old son of Professor and Mrs. H. O. Thompson of Chapel Hill, was on his way home from school when a friend stopped him and inquired: "Buddy, what did you learn in school today?" After a moment's hesitation Buddy replied: "I forget what I learn, but pretty soon I am going to start learning what I forget."

A few years ago the signs read: "Count change before leaving." Now they say: "Don't count on leaving any change."—*Montreal River Miner*.

We've had a difficult time convincing E. H. Hemmle, District Manager of Colgate-Palmolive-Peet Company, the fowl that crashed into the windshield of his car was an "Orange County Turkey" instead of a "turkey buzzard." The accident, which occurred on the outskirts of Chapel Hill, did extensive damage to the bird's fuselage and showered Hemmle with assorted bits of glass.

The doctor's little daughter opened the door to the caller. "Is the doctor at home?" he asked.

"No, sir," replied the child, "he is out performing an appendectomy."

The caller smiled. "That's a very big word for a little girl like you. Do you know what it means?"

The little one nodded: "Oh, yes, it means \$125."—*Coronet*.

Roger McDuffie, Greensboro pharmacist and member of the N. C. Board of Pharmacy, was approached by a customer, who requested "a tube of Orthodox Virgin Cream." The article desired was "Ortho-Gynol Vaginal Cream."

Eli Lilly's ace service representative, Steve W. Frontis of Greensboro, was in Chapel Hill recently, and while extolling the merits of Lilly's products, our local G Men tagged his car for over-time parking. While trying to keep the \$1 fine off his expense account, Steve inquired if it was customary

to hand out parking tickets to out-of-town visitors. "Steve," we said, "if all out-of-town visitors were exempted from the town's traffic regulations there would remain but one bona fide resident for the traffic officers to look after—Clyde L. Eubanks."

Through guidance in our Vocational Guidance Department, we uncover many amazing facts in the lives and background of our students. Recently I asked in a questionnaire that each child list his parents' preference in churches and this is the result I got from one young lady:

"My father is deceased and my mother's preference in church is the Deacons."—*Martha M. Mavromat*.

McDuffie Addresses Greensboro Circle

By L. P. MAYRAND

The regular meeting of the Greensboro Drug Circle was held on November 11. C. T. Woodward, President of The Circle, presided.

J. V. Farrington, program chairman, introduced Roger A. McDuffie, who gave an interesting talk on "N. C. Pharmacy Laws."

A sound film entitled "Now For Tomorrow" was shown. This film was furnished through the courtesy of Owens-Illinois Glass Company. The film portrays the drug store of tomorrow and has timely advice and suggestions on display and merchandising.

A program committee consisting of M. G. Morris, chairman, Stephen T. Forrest and S. W. Frontis were appointed for the Christmas party which is to be held in December jointly with the Drug Circle Auxiliary.

Civic Clubs Hear Pharmacists

Wade A. Gilliam of Winston-Salem, member of the N. C. Board of Pharmacy, was guest speaker at the December 27th meeting of the Mocksville Rotary Club. The title of his talk was "Superstitions in Medicine."

At the request of Pharmacist A. L. Hogar of Kinston, Secretary Smith spoke to the Kinston Kiwanis Club early in December on the subject, "Better Health Through Pharmaceutical Research."

the versatile bacteriostatic agent

for the eye and nose

SODIUM SULFACETIMIDE SOLUTION 30% and

(Sodium SULAMYD*)

SODIUM SULFACETIMIDE OPHTHALMIC OINTMENT 10%

(Sodium SULAMYD)

have an unequalled record for *preventing* infection following eye injury (foreign bodies, corneal abrasions, etc.) and in *curing* rapidly and safely established ocular infections due to susceptible organisms.

SODIUM SULFACETIMIDE NASAL SOLUTION 10%

(Sodium SULAMYD)



with the effective vasoconstrictor, *dl*-desoxyephedrine hydrochloride 0.125%, combats secondary invaders of the nasopharynx effectively and safely and helps prevent the common complications of coryza such as sinusitis, bronchitis and otitis media.

To assure stability, Schering's Sodium Sulfacetimide (Sodium SULAMYD) solutions now contain 0.05% methyl and 0.01% propyl *p*-hydroxybenzoates as preservatives, stabilized with sodium thiosulfate anhydrous. These are well proved as to effectiveness and safety.

PACKAGING:

SODIUM SULFACETIMIDE SOLUTION 30% is available in 15 cc. amber, eye-dropper bottles.

SODIUM SULFACETIMIDE OPHTHALMIC OINTMENT 10% is available in 1/8 oz. tubes.

SODIUM SULFACETIMIDE NASAL SOLUTION 10%, 15 cc. bottle with dropper.

*®

STOCKS ARE AMPLE NOW TO MEET ALL DEMANDS



Schering

CORPORATION

BLOOMFIELD, NEW JERSEY

IN CANADA, SCHERING CORPORATION LIMITED, MONTREAL

POSITION

Cobb Paintings on Exhibit in Raleigh

Two oil paintings of buildings on the University of North Carolina campus, the works of James Louis Cobb of Waynesville, a University Pharmacy graduate of the class of 1921, were shown at the exhibition of the North Carolina Art Society which opened in Raleigh on December 1.

The paintings depict the growth of the Pharmacy School. The first one is entitled "The Acorn" and portrays Person Hall, which housed the Pharmacy School from 1912 to 1925. The other is entitled "The Mighty Oak" and is a painting of Howell Hall of Pharmacy, which has been the home of the Pharmacy School since 1925.

Mr. Cobb, now associated with the Curtis Drug Store of Waynesville, is a native of Belton, S. C. After graduating at the Mt. Olive High School and the University, where he was president of the pharmacy class of 1921, he studied art in Chicago. He was connected with Aaron's Pharmacy in Mount Olive from 1912 to 1918.



WHITE'S

Flavor-Rich

ICE CREAM

**Nutritious-
Vitamin-packed**

GOOD!

Take a package home today!

Reliably Prepared... Popularly Priced!

EVERFRESH

CITRATE OF MAGNESIA

Customers say "EVERFRESH"

Fair Trade Price.....25¢

You will be surprised at the low cost of this premium citrate through your jobber in case lots of 24 bottles. If your jobber is not an Everfresh distributor, write to the McCambridge and McCambridge Company.

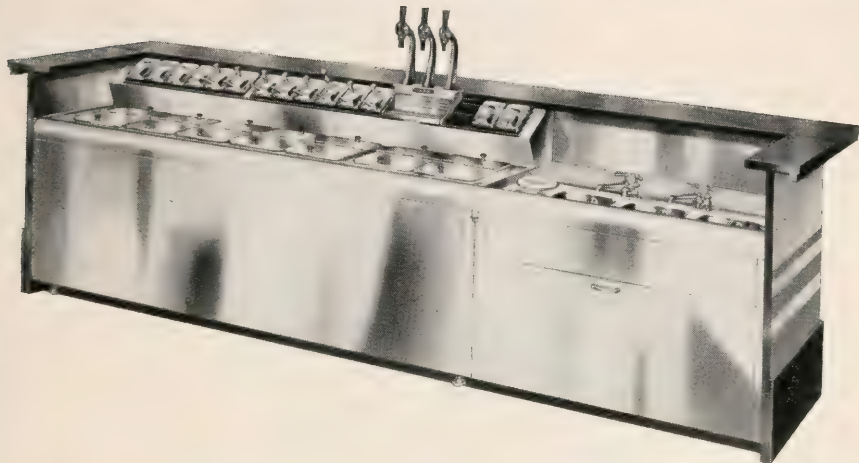


The McCAMBRIDGE & McCAMBRIDGE CO.
Baltimore 23, Md. Sole Manufacturers

LOOK At This!!

Five of the Seven New Pharmacies licensed by the North Carolina Board of Pharmacy as announced in the October 1948 issue of The Carolina Journal of Pharmacy wisely selected

STANLEY KNIGHT SODA FOUNTAINS



Why Don't You Choose Wisely And Buy A New 1949

ALL STEEL - ALL DRY

Stanley Knight Soda Fountain

We Offer Lowest Prices—Quickest Delivery—Terms—Liberal Allowance
For Your Old Fountain

STANLEY KNIGHT FOUNTAINS ARE INSTALLED BY OUR OWN FACTORY
TRAINED SERVICE DEPARTMENT

Complete and Bobtail Fountains—Luncheonette Equipment
Carbonators—Ice Chippers—Stainless Steel Backbars

BUY WHERE YOU CAN GET BOTH QUALITY AND SERVICE

BERRYHILL

FOUNTAIN SALES CO.

522-24 E. Trade St.—Phone 8945-6527—Charlotte, N. C.

SQUIBB announces the opening of
a new field of therapy in the
treatment of certain spastic
and neuromuscular disorders

TOLSEROL

SQUIBB 3-ortho-toloxyl-1, 2-propanediol

TOLSEROL is a synthetic chemical compound which exhibits profound muscle-relaxing properties. The drug, known in Europe as "Myanesin," appears to be useful in alleviating symptoms of certain spastic and neuromuscular disorders, improving functions or restoring them to normal, in a number of such patients. In patients who are benefited, Tolserol medication tends to reduce exaggerated reflexes to normal without affecting normal reflexes. Thus, spasticity may be ameliorated without interfering with normal movement. Berger and Schwartz report* that, in spastic and hyperkinetic states, Tolserol produces benefits greater than those ascribed to any other known remedy.

**J.A.M.A. 137: 772, 1948*

Note: Currently, supplies of Tolserol are extremely limited. However, we expect to be able to supply Tolserol Tablets in quantities to meet every demand in late February or March.

Further information supplied on request.

E·R·SQUIBB & SONS

745 FIFTH AVENUE, NEW YORK

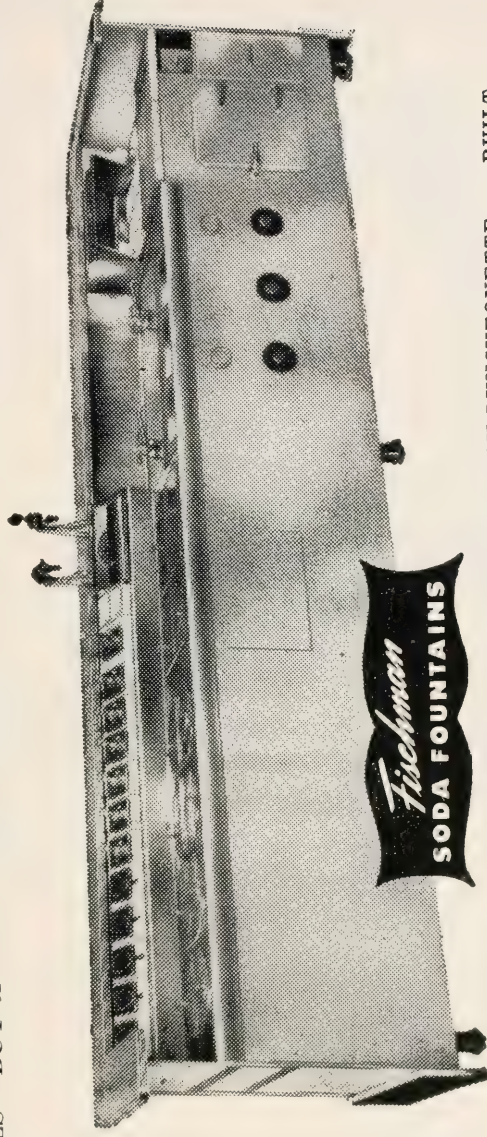
FISCHMAN SODA FOUNTAINS

Buy Where You Can Get Service!

THE EQUIPMENT YOU BUY IS NO BETTER THAN THE SERVICE BEHIND IT.

PACK AWAY YOUR
TROUBLES—BUY A **FISCHMAN**

STACK UP THE DOLLARS
—USE A **FISCHMAN**



ILLUSTRATED ABOVE IS THE FISCHMAN SODA-PAK LUNCHEONETTE . . . BUILT,
SHIPPED, AND INSTALLED IN ONE UNIT . . .

MODERATELY PRICED

SOLD, DELIVERED, AND INSTALLED BY THE SOUTH'S LARGEST AND BEST EQUIPPED SODA-FOUNTAIN DEALER

RAMSEY REFRIGERATION AND MANUFACTURING CORP.

816 W. TRADE

CHARLOTTE, N. C.

Phone 4-2482

AN OLD SOUTHERN CUSTOM...



More Popular Than Ever!



FROM THE LOVERS of yesterday the lovers of today have inherited the Old Southern Custom of giving Nunnally's. And they are using Nunnally's Box Bountiful more and more as a symbol of affection. Why not give that lovely lady a thrill with a box of Nunnally's today?



GIVE
Nunnally's
THE CANDY OF THE SOUTH

New Window Display Book Available

To aid retail druggists in developing better window displays and thereby merchandise their departments more productively, McKesson and Robbins Incorporated are distributing to their customers a complete handbook on window display entitled "Better Window Displays . . . An Invitation to More Drug Store Sales."

The book contains 84 photographs, constituting practical examples of easily installed window displays covering almost every variety of drug store merchandise. It also shows by diagram and drawings, how easily effective displays can be installed by the use of simple standardized "props" to increase the drawing power of window displays.

Three years in development, the company refers to the book as "the window way to more drug store sales." It is believed to be the most comprehensive presentation of the subject ever offered to the retail drug trade, and is being presented personally by 900 McKesson salesmen to over 35,000 retail drug store customers.

In an introduction, "the why of this window display presentation," the company states:

"Advertising is the force that brings people to goods. Merchandise is the force that brings goods to people. Window displays combine these two forces by advertising and merchandising goods at the point of purchase. Attractive windows represent an invitation to the consumer to buy.

"Too often, the potency of proper window display as a bridge to more drug store sales is overlooked. The placement of merchandise in the window is frequently left to chance. This is surprising in view of the rental cost of the window space and the need of the sales productivity to compensate.

"The drug store window is an important medium by which the druggist can tell people about the nationally advertised articles he carries in stock. It is also a pri-

mary medium for displaying to the public those many other items and services that are merchandised by the store itself, articles that may not be advertised but which fill a current or future need.

"This volume presents to druggists a practical and workable method for utilizing their store windows to derive the maximum sales benefit from this medium."

Burlington Drug Expands

A remodeling program just completed by the Burlington Drug Company gives that enterprising Alamance firm new and enlarged quarters for its prescription department. An adjoining building, which Thelbert and Joe Barbour took over, provides the additional space.

**For Maximum
RESPONSE**

In Secondary Anemias

Investigators have stressed the advantages of therapy with both crude liver and iron in various types of secondary and nutritional macrocytic anemias.

For effectiveness and convenience, select

**LIQUID EXTRACT OF
LIVER WITH IRON**

"Valentine"

a suitable aqueous crude liver extract containing many desirable fractions and all B-Complex factors native to liver, with an assimilable form of iron. Supplied in 8 fl. oz. bottles.

Valentine Co.
RICHMOND, VA.
Since 1871

ATTENTION PHARMACISTS: The advertisement above is appearing in national and sectional medical journals. Check your stock. Be sure your supply of Liquid Extract of Liver with Iron "Valentine" is adequate.

Information gladly supplied

Foresight

Percy C. Magnus, President of Magnus, Mabee & Reynard, Inc., addressed the members of the N. C. Pharmaceutical Association five years ago on the subject "If This Be Treason." During the course of his address Mr. Magnus made several remarks which bear repeating at this time, especially since later events have borne out the wisdom of his sound thinking.

Here's what Mr. Magnus said, in part, on May 19, 1943:

"I am going to say something now which some short-sighted people might think is unpatriotic. There are doubtless many emotional souls who believe that this kind of thing should not be said, especially at this time. If it is reasonable, or will give aid and comfort to the enemies, bring on the handcuffs—because I am going to say it now.

"There are four major powers united as

Allies. Let us Americans keep clearly in mind that every single one of them wants something out of this war.

"It would be blind stupidity on the part of any American to think that the Union of Soviet Socialist Republics are fighting a purely idealistic war, and that they are making such terrific sacrifices in men and materials without knowing very clearly, in their own minds, what kind of an Eastern Europe they will insist upon after the war. And, I will bet long odds that when victory is won Russia will get what it is fighting for.

"Are we in the United States fighting solely to achieve the aims of Russia, China and Great Britain? Or, do we want something here in this country? I believe we do. As a plain businessman and citizen of the United States, I feel that we should rise up, in the war period—and assert ourselves, and be prepared to take our rightful place of leadership at the Peace Table."

Scott Drug Company

*Wholesale and Manufacturing
Druggists*

Charlotte, N. C.

Federal Security Agency**FOOD AND DRUG ADMINISTRATION****Washington 25, D. C.**

Dear Mr. McAllister:

I have your recent letter in which you inquire concerning the meaning of the "prescription legend" and its application to the retail sale of drugs labeled therewith.

As you know, the Federal Food, Drug, and Cosmetic Act contains a provision that a drug or device shall be deemed to be misbranded unless its labeling bears adequate directions for use, with the provision that the Administrator shall promulgate regulations exempting drugs or devices from this requirement when such directions are not necessary for the protection of the public health. I presume that you have the regulations issued by the Administrator making provisions for such an exemption under specified conditions. These regulations provide, among other things, that the label of the exempted drug or device bear the statement "Caution: To be dispensed only by or on the prescription of a———," or "Caution: To be dispensed only by or on the prescription of a ——— or otherwise used only for manufacturing purposes," the blank being filled in with one or more of the words "physician," "dentist," or "veterinarian," as the case may be. Either of these statements on the label might be referred to as the "prescription legend."

If a retail druggist, after receiving in interstate commerce a drug product bearing such labeling, resells it otherwise than on prescription, he sells a misbranded article unless he himself supplies the other necessary information which should appear in the labeling. Your advice to druggists that articles bearing the prescription legend should be sold only on prescription is well founded.

Drugs labeled with a statement such as "To be used as directed by the physician" as a substitute for adequate directions for use, do not comply with the terms of the regulation establishing the exemption mentioned above, and, in our opinion, their original shipment to the druggist constitutes a violation of the Federal Act. As drug manufacturers have become more familiar with the requirements of the regulations exempting certain drugs from the necessity

of bearing adequate directions for use, this form of misbranding has become less prevalent. We have noted also that labels for drugs bearing such statements often contain some directions for use and end with the phrase "or as directed by physicians." If the directions given are adequate the additional wording about use as directed by physician is not significant.

Very truly yours,

W. A. QUEEN,

*Chief, Division of State Cooperation.***New Experience Requirements**

The new regulations under which practical experience may be certified to the N. C. Board of Pharmacy became effective January 1st.

Practical experience gained prior to January 1, 1949 may be certified on the old style "experience blank," copies of which will be supplied on request to the Board of Pharmacy. Persons expecting to gain part or all of the required 12-months of practical experience after January 1, 1949 are requested to communicate with Secretary H. C. McAllister, of Chapel Hill, who will supply the new type blanks and instructions.

POWERS-TAYLOR DRUG COMPANY

Richmond, Va.**Wholesale Druggists****Importers & Jobbers****Druggists' Sundries & Fancy Goods****We solicit your orders**

**Our experience of over 70 years
insures our ability to serve you
satisfactorily**

NEW DEPARTMENT

We take pleasure in announcing the establishment of a Fixture-Fountain & Equipment Department in order to give you **COMPLETE DRUG STORE SERVICE**.

In this department we will be able to give you complete engineering service on remodeling your store, or complete plans for a new store.

This service is free and without obligation. Call on us when we can be of service.

Distributors of:

Grand Rapids Store Equipment

Multimixers

Sunkist Juice Extractors

Hamilton Beach Mixers and Juicers

And Many Other Lines

OWENS & MINOR DRUG CO., INC.

1000 E. Cary Street, Richmond, Virginia

"Who have been good drug wholesalers since 1882"

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT CHAPEL HILL, N. C.

W. J. SMITH, MANAGING EDITOR

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JANUARY, 1949

No. 1

A 7-Point Improvement Program

At a recent meeting of wholesale druggists in Atlantic City, J. O. Peckham of the A. C. Nielsen Company made some excellent suggestions for independent drug store improvement. In outlining his program to the wholesalers, Mr. Peckham urged them to follow through by selling the improvement program to their retail customers.

Since there is so much common sense packed in Mr. Peckham's suggestions, we ought not to wait on our wholesaler friends to pass the good word around. They're busy and have their own problems, too.

The program, outlined below, may sound a bit ambitious to you; may even be a bit beyond your energy and bank account, but it will pay off in the end through enabling you to render a better and more complete drug service to your community:

1. Sell the druggist on modernizing his place of business, if he has not already done so.

2. Point out the advantages of good, adequate light. Forty percent of independent drug stores, or four out of ten, have lighting that is below par.

3. Persuade the druggist to dispense with the clutter characteristic of many stores.

4. Encourage him to feature and display fast-moving, nationally advertised merchandise. Display tests prove that if the druggist displays he wins; if he doesn't display he doesn't merely keep even, he actually loses business!

5. Persuade him to departmentalize, or at least group his products, thus emulating the chain stores. Get him to group companion items together so as to make two sales grow where only one grew before.

6. Show him how to stimulate sales of nationally advertised merchandise through "customer selection"—let the customer see and feel the merchandise—use self-service compartments in front of counters.

7. Help the druggist actually to promote his business; help him move the merchandise off his shelves so you can put some more back on. Some possibilities in this direction: (a) establish an addressograph service and send periodic mailings, with the druggist's imprint, to his customers; (b) get druggists to keep file of births in his locality; (c) keep a check of new families moving into the neighborhood; (d) help the druggist capitalize on his major advantage—the fact that he can get to know his customers. This is an advantage that the chain stores and syndicates do not have.

Agar: New Money Crop for State

The agar plant at Beaufort, now producing for the first time in commercial quantities, is proving another source of income to the people of that section. The seaweed used for making agar was for years nothing but a trial to fishermen because of its net-fouling properties. Now the agar plant is paying ten cents a pound for the weed, to anyone who can supply it unadulterated with mud, refuse and undesirable species of "moss." Like the egg-money of farm-wives, the proceeds from the sale of weed go to the women who collect along the shore and in skiffs while their husbands are fishing. One energetic collector reports making three hundred dollars over a short period by her own efforts alone.

Agar production had for years been scanty and spasmodic. An industry spawned by the war-created need for domestic seaweed jells, it seems likely to continue by virtue of the fact that much of the material manufactured in the states is superior in some ways to that of the Japanese. Take, for instance, the hypnea extractive worked on at, and patented by, Duke; it can be made to jell at any required temperature and the "heaviness" of the jell can be regulated with a high degree of accuracy—which is a boon to manufacturers and something that cannot be done with any other product of this nature. Thus demand for the locally produced commodity is good and far exceeds what the plant has been able to manufacture.

Several large electrical concerns, at least one nationally known pharmaceutical house, and numerous bakeries are buying Beaufort agar. Versatile in the extreme, agar is best known for bacteriological cultures.

Recommends New Building

The University School of Pharmacy is the only pharmacy school in the State. It has 223 students and is forced to turn away applicants, many of them North Carolina boys, for lack of laboratory and class-room space. It has instituted a program of graduate study and research. Its library has outgrown its quarters. This school, aided by the Pharmaceutical Foundation, is in

splendid position for the good of the State if it can get space for its work. The most economical way is to erect a new Pharmacy building near the Medical School and to release Howell Hall for use as a much needed general class-room building. Its quarters are needed by Geology which is nearby and which now has overflowed into a temporary wooden building.—From Report of Visiting Committee, U. N. C.

File Applications Now

High school seniors and others desiring to enter the School of Pharmacy at Chapel Hill in September, 1949, should apply for admission to the University at once and not wait until June. In recent years applicants have been so numerous that the entering class is generally filled from four to six months in advance of the beginning of the Fall Quarter.

Application blanks may be secured by writing to Mr. Roy Armstrong, Director of Admissions, Univ. of N. C., Chapel Hill, N. C. If you have applied for but failed to gain admission to the University in the past, you must complete a new blank in order to have the Admissions Committee reconsider your application.

All applicants accepted for admission to the beginning class in Pharmacy this Fall will be subject to their successfully completing any required courses taken during the Winter and Spring terms.

Board Exam

The next meeting of the N. C. Board of Pharmacy for the purpose of examining and licensing pharmacists will be held in Chapel Hill on February 15-17. Application blanks may be obtained from the Board by writing to Mr. H. C. McAllister, P. O. Box 471, Chapel Hill, N. C. This should be done at least 30 days prior to the examination.

Good News for Smokers

From the Journal of the American Medical Association comes the news that smoking is not the arch-enemy of good health it was thought to be by many people. In fact, the Journal admits, "more can be said in behalf of smoking as a form of escape from tension than against it."

N. C. P. A. District 1 to Meet

Members of the N. C. Pharmaceutical Association residing in District 1 (Buncombe and all counties west to the Georgia-Tennessee line) will assemble in Asheville on January 14th for an afternoon business session and a joint meeting that night with the Asheville Drug Club.

Officers of District 1 are J. Louis Cobb of Waynesville, president; W. Moss Salley and Lexie Barefoot, vice-president and secretary-treasurer, respectively.

Mistletoe

We've long known of mistletoe—that lofty parasitic plant in demand at Christmas—but never had we associated it with high blood pressure.

A query from our State Chemist, who in turn was seeking information for an individual desiring to market an infusion of mistletoe as a "cure for high blood pressure," resulted in a bit of library work on the subject. Three different authorities state the European Mistletoe lowers blood pressure; the American species increases it. Hence, if our "herb specialist" does not want to add to our death rate, he had better import his mistletoe from Europe.

Vick Official Visits School

Dr. George H. Gerlach, technical adviser of Vick Chemical Company, recently visited the School of Pharmacy at Chapel Hill. Purpose of Dr. Gerlach's visit was to confer with the Board of Grants of the N. C. Pharmaceutical Research Foundation concerning the possibility of establishing Vick and the W. S. Merrell fellowship at the University.

Physician-Pharmacist Dies

Dr. T. W. McBane, former drug store operator of Pittsboro, died December 28 while visiting relatives in High Point. He had been in ill health for several years.

Dr. McBane served in the Navy during World War I as a Chief Pharmacist's Mate. He attended Page's School of Pharmacy and received his medical degree from Richmond Medical College.

Clerk Wanted

A clerk for hard work and rapid promotion; a clerk who can find things to be done without the help of a manager and three assistants.

A clerk who gets to work on time in the morning and does not imperil the lives of others in an attempt to be first out of the Pharmacy at night.

A clerk who listens carefully when he is spoken to and asks only enough questions to insure the accurate carrying out of instructions.

A clerk who moves quickly and makes as little noise as possible about it.

A clerk who looks you straight in the eye and tells the truth everytime.

A clerk who does not pity himself for having to work.

A clerk who is neat in appearance.

A clerk who does not sulk for an hour's overtime in emergencies.

A clerk who is cheerful, courteous to everyone, and determined to make good.

Apply to the owner or manager of any licensed pharmacy in North Carolina.

Postal Rates Up

A wide variety of increases in postal rates became effective January 1. Air mail letter postage has been increased from five to six cents an ounce; the special delivery fee, was 13c for first class, is now 15c. Other increased charges cover parcel post, third-class matter, money orders, etc.

An outline of the new rates, suitable for posting in your pharmacy, may be obtained from the N. C. Pharmaceutical Association, Drawer 151, Chapel Hill, N. C.

Increase Fountain Business With

EVANS
Fountain Fruits
and Flavors

Order through your local
drug house or candy jobber!

Made by E. B. Evans Co., Phila., Pa.

This NON-CANCELLABLE POLICY

For Members of the N.C.P.A. & T.M.A.

PAYS \$5,000.00 ACCIDENTAL
DEATH INDEMNITY

Loss of Time: Pays \$200.00 per month for Total Disability due to accident, up to	\$12,000.00
Loss of Time: Pays \$200.00 per month for Total Disability due to sickness, up to	\$ 4,800.00
Hospital or Graduate Nurse at home, \$100.00 per month, additionally, up to	\$ 200.00
Surgeons Fees: If your injuries require a doctor, but cause no loss of time, bills are paid, up to	\$ 50.00
Double Indemnity: Should accident occur while passenger on train, street car or ship, the Death Indemnity would be	\$10,000.00
Double Indemnity: If disability is caused by accident as stated above, pays \$400.00 per month, up to	\$24,000.00

SPECIAL FEATURES

1. Non-cancellable to the individual.
2. Incontestable as to origin of disability.
3. Premiums are waived for permanent disability.
4. Fifteen day grace period.
5. Provides claim arbitration.
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Your No. 1 Cash Register Bandit

By E. H. HEMMLE

Today's No. 1 Cash Register Bandit in retail drug stores is, "We don't have to display it—it sells anyway!"

This is negative thinking on the part of the druggist and results in loss of sales on many fast moving items.

Any druggist who displays slow moving items with high gross profit mark-up on the theory the customer will buy such merchandise in preference to highly advertised, consumer accepted, well known products with a fair mark-up is extending an open invitation to the No. 1 Cash Register Bandit to operate in his store.

To which the druggist is likely to express: "So What! There are so many well advertised products."

An excellent guide to follow is the movement of any single product in the store. For example, in the promotion of any particular commodity the first 4 leading sellers should be placed on display and the balance of the commodity brands relegated to shelves.

This can be done with dental creams, shave creams, shampoos, hair tonics, dusting powders, mineral oils, milk of magnesia, or any commodity suitable for display. By displaying only the first 4 leading sellers in any particular commodity, valuable display space is not wasted on products which are in infrequent demand. Such products are sold on "demand calls" and if the druggist has them in stock on his shelf he will not miss sales.

In connection with the No. 1 Cash Register Bandit, two important points to consider are national advertising and gross profit mark-up at fair trade minimum prices.

The sum and substance of successful merchandising which has made the Syndicate Variety Stores the successful merchandisers they are today is: "Displaying and featuring merchandise in direct proportion to consumer sales in their stores."

In other words, the faster a product sells, the more of that product they display, and in direct proportion to their total sales of

that particular commodity in their store.

The rapid movement of any product proves one thing—*consumers want it*. This being true, why not make it easy for them to purchase it by displaying the product in large quantities?

Two most important problems facing the average druggist of today are (1) Higher operating costs, and (2) Increasing competition. A partial solution to the two problems can be effected by promoting "top" advertised brands and by allotting display space in direct proportion to brand sales.

This modern method of merchandising also enables the druggist to drastically reduce his inventory on slow moving items. At the same time additional capital is available for purchase of fast turn-over products in adequate quantities, thereby eliminating loss of sales (and profits) on account of purchasing below normal demand.

Remember that No. 1 Cash Register Bandit—"We don't have to display it—it sells anyway." Don't let him operate in your store.

During the next 30 days display the four leading sellers in any commodity in direct proportion to brand sales in your store, then check your results and be convinced.

Two Members Identified

Two of the three persons listed as "unknown" in our class picture of 1900-1901 (CAROLINA JOURNAL OF PHARMACY, page 603) have been identified as follows: No. 9, Adolph G. Ahrens of Wilmington; No. 25, John E. Hudson, Kinston.

No. 24 has been tentatively identified as F. W. Hoskins, now believed to be practicing pharmacy in Maryland.

When the identity of No. 24 is definitely known, the oldest class picture in the historical files of the School of Pharmacy will be complete. So far no progress has been made in turning up pictures of the first three classes ('98, '99, '00), which may or may not have been taken.

For Extra Profits!

Display - Sell:



STANBACK HEADACHE POWDERS and STANBACK HEADACHE TABLETS are fast repeaters—give you extra profits per dollar invested.

The same quick-acting formula in both STANBACK POWDERS and STANBACK TABLETS brings satisfied customers back to your store again and again.

All over America people are saying:

Snap Back with

STANBACK

Recommendations of The Pharmaceutical Survey

A long-range program designed to increase Pharmacy's public-service contribution to the health of the nation was disclosed in Washington today as the American Council on Education published the first section of the findings and recommendations of The Pharmaceutical Survey.

Purpose of the Survey was to insure that Pharmacy continues to occupy its proper place among the health professions in a post-war era marked by expanding opportunities for greater service to the public.

Based on a study covering all phases of the practice of Pharmacy—with particular emphasis on professional education, the Survey's recommendations are directed toward increasing the pharmacist's prestige and standing in the community and among his fellow professionals in the broad health field.

Although inaugurated and financed by various segments of the profession of Pharmacy and the drug industry, supervision of the Survey was entrusted to the American Council on Education as a means of obtaining an impartial, objective, "outsider's" viewpoint. As Director of the Survey, the Council chose Dr. Edward C. Elliott, President Emeritus of Purdue University, who served as Chief of the Division of Professional and Technical Training for the War Manpower Commission during the last war.

Upon the urgent recommendation of the American Association of Colleges of Pharmacy, the necessary funds for the Survey and the work of implementing the recommendations, amounting to \$162,000, were made available by the American Foundation for Pharmaceutical Education.

Assisted by a staff of specialists, Dr. Elliott made a two and one-half year searching analysis of the facts of Pharmacy. The material collected and tabulated covers every phase of the practice of Pharmacy from the salaries of college professors through to the handling of prescriptions at the retail drug store level. A large portion of this supporting data will be published later in

separate volumes. Additional recommendations also may be made.

In preparing the findings and recommendations contained in the 50-page volume now being released by the Council, Dr. Elliott was advised by a 17-man Advisory Committee which included a spokesman for the public as well as representatives of the broad field of education and leaders in various phases of the profession of Pharmacy. He also maintained close contact with various officials of leading professional, educational, and other organizations in the field of Pharmacy. (A listing of these Survey Committee members is attached.)

Survey Director Elliott traveled 40,000 miles in the two and one-half years during which he and his staff gathered material for the study. He visited 30 colleges of pharmacy, addressed 50 meetings of pharmacy groups, and went behind the prescription counters of almost 300 drug stores scattered through 20 states. During the current year he will supervise the implementation of the various phases of the Council's long-range program for improving the profession. In fact, footnotes attached to various sections of the Survey findings indicate that certain steps already have been taken to implement parts of the recommendations.

The Number One objective of the Survey recommendations is to provide the nation with an adequate supply of properly trained professional Pharmacists to man the nation's 55,000 retail drug stores and the increasing number of hospital pharmacies. The Survey also took into account the increasing demand for professional Pharmacists in the armed forces, various other branches of the government, and in the drug manufacturing and wholesaling fields.

However, the Survey findings also warn against producing an oversupply of Pharmacists—a condition which might deprive some trained men and women of the opportunity for reaping adequate economic rewards and personal satisfactions from the

(Continued on Page 21)

Sir Goody, H. K. *

INTRODUCES....



THE

NEW

25c PACKAGE

of **Goody's** headache powders

**12 POWDERS HEAT-SEALED IN ALUMINUM FOIL
FOR SURE PROTECTION**

Quick Relief for Your Customers

EXTRA PROFIT
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Your jobber will gladly supply your requirements—or we will be pleased to ship you direct and bill you through the jobber of your choice.

*PAIN KILLER

GOODY'S, Ltd.
WINSTON-SALEM, N. C.

PHARMACEUTICAL SURVEY

(Continued from Page 19)

practice of their profession. The Survey emphasizes that *quality* is more important than *quantity*.

Specific recommendations include: Raising the standards of admission to the nation's 70 colleges of Pharmacy; more careful testing and screening of students during the early college training; and efforts on the part of state and local pharmaceutical organizations to encourage young high school men and women of ability and personality to seek a career in Pharmacy.

Another recommendation proposed a general overhauling of the present four-year college Pharmacy course, with greater emphasis on the basic pharmaceutical sciences and increased instruction on the economic aspects of the practice of Pharmacy. In addition, the Survey urged adequately equipped and staffed Pharmacy colleges to establish six-year college programs leading to the degree of Doctor of Pharmacy.

Other Survey recommendations include: Creation of a Commission on Pharmaceutical Manpower to insure adequate records for the balancing of supply against demand for trained pharmacists in times of peace as well as national emergency; more effective organization and operation of state boards of Pharmacy and the modernization of their examination systems for legal licensure; organization of a National Convention for Pharmaceutical Legislation to formulate uniform legal controls in the interest of public health; more financial support for colleges from commercial and industrial interests; the continued upbuilding of the teaching staffs of the colleges and schools; plans for the in-service training of practicing pharmacists; the appointment of a full-time Executive Officer for the American Council on Pharmaceutical Education, the agency which inspects and accredits colleges of pharmacy. A system of classifying colleges into A, B and C institutions is proposed.

One of the most difficult undertakings of the Survey was the detailed analysis of more than 13,000 prescriptions assembled from 220 pharmacies, located in 186 cities,

(Continued on Page 27)



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VA "Home Town" Service in Demand

Nearly 2,000,000 veterans received outpatient treatment by Veterans Administration during the fiscal year ending June 30, 1948, VA announced.

The treatments were given by VA at regional offices, hospitals and clinics, and by private physicians cooperating with VA in providing "home town" care for veterans with service-connected disabilities.

Treatments averaged three per veteran, or a total of 5,233,680. Individuals treated numbered 1,937,842.

Private physicians treated 761,185 veterans, or about 40 percent of the total. The physicians were paid \$11,437,870 for 2,735,450 treatments, for an average of \$4.18 per treatment or \$15.03 per veteran undergoing medical care.

VA staff doctors during the year treated 1,176,657 individual veterans and provided a total of 2,498,230 treatments.

Fair Trade Price Changes Add to Druggists' Profit on Omega Oil, Stera-Kleen

Drug store profits will be lengthened on several nationally promoted and advertised items for which new Fair Trade prices are announced by the Block Drug Company.

Omega Oil, rheumatic liniment, increases from 31c to 33c for the small size and from 52c to 57c for the large size, with no change in the wholesale list price.

Stera-Kleen, denture cleanser, now has Fair Trade minimums of 27c (small), 53c (medium) and 87c (large) with no increase in wholesale list price.

Poloris Poultice (small) goes from 30c to 35c on Fair Trade Minimum and from \$2.40 to \$2.80 a dozen on the wholesale list price.

Other Block Drug Company products will undergo no price changes.

★ ***For Better Service*** ★

Robert R. Bellamy & Son

Wholesale Druggists

Wilmington, N. C.

TAR HEEL DIGEST

Wilmington—After working for the better part of 1948 in South Carolina, Tom Harris has returned to this State to become associated with the Service Drug Store of this city. Mr. Harris was formerly an employee of Smith's Drug Store, Shelby.

Durham—Harry Allen has resigned his position as pharmacist with Sawyer & Moore to return to Cherryville where he will assist his father in the management of the Allen Drug Company. Bill Sheffield of Chapel Hill did a bit of relief work for Sawyer & Moore following Harry's departure for Cherryville. The position made vacant by Harry's resignation is to be filled on a permanent basis by Reeves Hawkins of Canton.

Statesville—Raymond G. Carroll, sales representative for Justice Drug Company, recently moved here from Shelby.

Morganton—Iley C. Whiteley, well known pharmacist of Burke County, where he has been associated with Kibler Drug Company and Spake's Pharmacy, opened his own firm—Whiteley's Pharmacy—just before the Christmas rush got underway. M. B. Sloop of Hickory replaces Iley at Spake's Pharmacy.

Winston-Salem—The senior class of Bowman Gray School of Medicine was honored by Drug Specialties, Inc. recently at a buffet supper dance in the Balinese Room of the Robert E. Lee Hotel. Art Lopez and his Orchestra furnished the music.

Durham—The N. C. P. A. has added the name of another pharmacist to its growing list of persons interested in painting as a hobby—L. R. Sparks, Jr., who between sessions with the mortar and pestle at Sawyer & Moore, has painted a number of first-rate seascapes and landscapes.

Charlotte—After selling his drug store in Bryson City, C. E. Cline returned to The Queen City to accept a position with Walgreen's. Prior to going into business for himself, Mr. Cline was on the pharmacist's staff of Hawthorne Pharmacy of this city.

Asheboro—Joe Allen is looking forward to the New Year now that he has located an

excellent pharmacist in the person of J. C. Cardell, who, until recently, did tablet manufacture for Brewer & Company of Worcester, Mass.

Angier—Following the recent death of Pharmacist A. F. Parker, George Smith of Chapel Hill came in for a bit of relief work at Talton's Drug Store.

Rocky Mount—A drug store permit has been issued the Park View Hospital Pharmacy of this city. John L. Gerlinger is the pharmacist.

Lincolnton—Lawing & Costner, one of the oldest retail drug concerns of this section of the State, has been sold by its owner, B. P. Costner, to Beulah Lawing, Walter and Marguerite Keziah. The firm has been incorporated as Lawing-Keziah Drug Company.

Spray—S. L. Martin, Jr. has sold his interest in the Spray Drug Company to T. M. Kirkpatrick, Jr. and others.

Roanoke Rapids—Alfred N. Martin, Octavus Griffin and Senator Julian R. Allsbrook visited Chapel Hill recently for the purpose of investigating the need of a new pharmacy school building. Mr. Martin is Chairman of the Legislative Committee of the N. C. P. A.

Durham—A. P. Carswell is opening a new drug store here after selling his pharmacy in East Durham to H. S. Sullivan. Formal opening of the new firm, which will occupy a \$30,000 building, will be held around the middle of January.

Tabor City—A native Tar Heel who obtained his pharmacy training in Texas, J. H. Pittman, made it possible for H. G. Dameron to see the football game in New Orleans on January 1st. Following Dameron's return, Mr. Pittman shifted to Angier where he is looking after the prescription department of the Adams & Young Drug Company.

Mount Airy—Kenneth L. Dingler has returned to the W. S. Wolfe Drug Company, where he was employed up to March, 1948, at which time he resigned to go with Tainter's of Marion.

BIGGEST ADV. CAMPAIGN IN HISTORY

for ITCH-BURN of ATHLETE'S FOOT



RINGWORM INSECT
BITES, POISON OAK

*Sells!
Repeats*

\$ 2.80
DOZEN
2 BONUS

AT YOUR WHOLESALERS

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discomforts*

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NOW.. You Can Tell
Your Customers to Take Their Choice,
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★ Same famous

formula—same fast relief.

Two tablets equal one powder. Both

act quickly to relieve headaches,

the pains of neuralgia and

minor muscular aches.

Nationally distributed.

Nationally advertised.

HEARD OVER
350 Radio Stations-247 Newspapers

READ IN

PHARMACEUTICAL SURVEY

(Continued from Page 21)

towns and villages of 39 states. The results which furnish a comprehensive review of modern prescription practice, provide important data for the profession of medicine as well as pharmacy. These results reflect the far-reaching changes which scientific research and the mass production of medicinals have brought about in providing improved medication which doctors can prescribe for their patients.

In the introduction to the findings, Dr. Elliott took cognizance of the problems which result from the fact that the vast majority of the nation's Pharmacists who practice in the retail drug store must be successful business men as well as capable professionals. Despite good-natured ribbing of the retail drug store as it exists today, Dr. Elliott points out that it has developed to supply the neighborhood need for a great variety of convenience items, and as a social center.

In addition, Dr. Elliott indicates, the drug store must sell related items in order to support convenient neighborhood pharmaceutical service for those who need a handy source of medicines and prescriptions to meet health emergencies. The Survey reports:

"From the beginning the American pharmacist had engaged in the merchandising of a variety of related commodities and neighborhood-convenience items. Only in rare instances was the commerce in medic-

inals sufficient for the successful maintenance of a strictly professional establishment.

"In consequence the 'drug store' evolved under the conditions of a free enterprise trade economy. Within variable limits the range of its commercial undertakings was greatly extended. In the language of the day it became a 'department store' which also served as a sort of social center for the community."

To which Dr. Elliott added his personal comment: "During the Survey I have come to a keen realization of the critically important place in American life occupied by the Pharmacist, especially the Pharmacist of the well-known corner drug store. A new profession of Pharmacy is coming to be. The character and standards of this new profession are of interest to the whole of our people.

"The records show that this year close to four hundred million prescriptions will be filled in the more than fifty thousand retail drug stores in the country. The American people need to realize that every time a prescription is taken to one of these establishments, not only health but oft-times life, is at stake. The American health standards more and more demand competent professional Pharmacists.

"Pharmacy is very much alive. Its leaders are energetically proceeding to place Pharmacy on a higher professional level. The Pharmacist promises to be more important than ever before in providing health service for the American people."

"THE SEAL OF SATISFACTION"



FOR PROFIT'S SAKE

Serve GIBSONS
ICE CREAM



ANNOUNCEMENT



WILLIAM T. ALLEN

The Board of Directors of Bodeker Drug Company announces to their customers the sale of the company to Scott, Horner & Mason, Inc. of Lynchburg, Virginia.

William T. Allen is the new president, having assumed that office December 16. Until recently he was an executive of Topics Publishing Company, New York.

Other officers are Henry F. Miller, Jr., vice-president and Charles H. Miller, secretary.

Bodeker Drug Company extends to you a cordial invitation to visit us during the New Year!

BODEKER DRUG COMPANY

1408-20 EAST MAIN STREET

RICHMOND 13, VIRGINIA

Long Distance Call Richmond LD 145

Serving the Drug Trade for More than a Century

Allen to Head Bodeker Drug

The Bodeker Drug Company, century-old wholesale drug firm of Richmond, has been sold to Scott, Horner & Mason, Inc., investment bankers of Lynchburg, Va., by the heirs of Louis Miller, who have owned the concern for many years, it was announced recently by the company's Board of Directors. Transfer of ownership became effective December 16th. It was announced also that several members of the Miller family will continue to be associated with the company under its new management.

William T. Allen, until recently an executive with the Topics Publishing Company in New York, is the new president of the company. Other officers are Henry F. Miller, Jr., vice-president, and Charles H. Miller, secretary. Edward M. Miller will be chairman of the board of directors, which includes Edwin B. Horner and Walter G. Mason, in addition to the president and vice-president.

The Bodeker Drug Co. was established in 1846 by Augustus Bodeker, a German immigrant who had become an apothecary clerk in Richmond a few years earlier. His firm was a pioneer in the wholesale drug business in the South. It played an important part in supplying drugs sorely needed by Confederate troops during the War Between the States until its building was destroyed by fire at the time of the city's evacuation by the Confederate army. Starting all over again, Bodeker re-opened his drug store in temporary quarters in 1865. He headed the company for 38 years, until his death in 1884, at which time he was succeeded by his brother, Henry Bodeker, who had become associated with him in the business some years before.

In 1898 the company was incorporated and Louis Miller, a well-known local dairyman who had purchased controlling interest in it, became its president. During all of the 50 years which have followed it has been managed by members of the Miller family. Upon the death of Louis Miller in 1900 his oldest son, Henry F. Miller, became president and continued in that capacity until his death 39 years later. William C. Miller suc-

ceeded his brother Henry as president in 1939 and served until his own death in 1945, at which time another brother, the late Charles J. Miller, became president.

Allen, the new president, is a Southerner by birth. He entered the drug business when he was sixteen as a clerk in a drug store in his home town of Gallatin, Tennessee. Later he became a salesman for Berry, Demoville & Company, a wholesale drug firm in Nashville. When that concern was acquired by McKesson & Robbins, Inc., in 1930 he was made local sales manager for that company. In 1934 he joined the staff of Owens-Illinois Glass Company and became head of the prescription ware division. In 1941 he resigned to become assistant to the publisher of the Topics Publishing Company, publishers of *Drug Topics*, *Drug Trade News*, *Drug Topics Red Book* and other trade publications. He has been active in the National Wholesale Druggists Association for a number of years, serving frequently as chairman of committees in charge of arrangements for that organization's national conventions.

Scott, Horner & Mason, Inc., which is acquiring the Bodeker Drug Company, was established in 1932 and has offices in Lynchburg, Richmond, Roanoke, Norfolk and in Bluefield, West Virginia. Its president is Edwin B. Horner, who, through his firm, has taken the initiative in financing many municipalities and corporations in Virginia and the Southeastern area.

The Bodeker Drug Co., occupies three large buildings at 1408-1420 East Main Street in downtown Richmond. Its staff of approximately 90 employees serve retail druggists in Virginia and neighboring states. A number have been customers of the Company for more than 50 years. Fifteen of the Bodeker staff have been with the firm for 20 years or longer.

The company's new president is married and has four sons. He has moved to Richmond from Pelham, New York. His wife is the former Virginia Rowan, daughter of Mrs. Charles Rowan of Williamsburg, Va. His family and that of his wife have lived in the South for several generations.



School of Pharmacy, University of North Carolina, Class of 1901-'02

Class of 1901-'02

The class picture shown on the opposite page is the second in a series to appear regularly in THE CAROLINA JOURNAL OF PHARMACY. Pictured are members of both the first and second year pharmacy classes of the School of Pharmacy, U. N. C., 1901-1902, as well as several members of the Faculty.

Through the assistance of Miss Alice Noble, School Librarian, and other interested parties, identification has been made of the following:

(1) Professors Chas. Baskerville, (2) E. V. Howell, (3) C. S. Mangum, (4) J. E. Latta, all of Chapel Hill, and (5) L. W. MacKesson, Statesville.

(6) B. Frank Page, Raleigh; (7) George K. McNeill, Rowland; (8) John G. Greene, High Point; (9) David A. Bullock, Wilmington; (10) Numa Duncan Bitting, Rural Hall; and (11) Unknown.

(12) A. M. McDonald, LaGrange; (13) Unknown; (14) Thomas Floyd Rhodes, East Stroudsburg, Pa.; (15) Unknown; (16) A. G. Ahrens, Wilmington; and (17) J. E. Hudson, Glenwood.

(18) Unknown; (19) Unknown; (20) Unknown; (21) Unknown; (22) J. Cener Bolton, Rich Square; (23) Unknown; (24) Unknown; (25) Unknown.

Identification of the students listed as "unknown" is expected to be made from the following persons, all of whom were studying pharmacy at the University at the time the picture was made: L. G. Fox, C. E. Gallaway, Lawson Trotter, W. C. Worrell, E. W. Barnes, Moses Bear, G. T. Cochran, O. P. Earle, J. W. Guliek, Jr., H. L. King, W. C. Moore, Alvis Patterson, W. M. Perry, W. C. Rice, George J. Rowland, F. B. Short and James B. Tugwell.

Class Pictures

An addition to our list of class pictures has been made by G. L. Sewell of Kinston, who loaned us a picture of his class of 1926, from which copies are being prepared.

And from Monroe comes word from Paul Gamble that he has a picture of the 1921 class—another of the pictures needed to complete our set.



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A. E. P. Tablets

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Pyridoxine HCl (B6) 10 mg. Tablets

\$2.75 per 100

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\$5.75 per 100

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WALL SECTIONS — BACK BARS — SHOW CASES — COSMETIC
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Accurate Records, a Guide to Good Management

The most important element in the success of all business establishments is the keeping of proper records. Good business practice has always dictated that the proprietor of a concern should have an accurate book-keeping system to give him complete information concerning the condition of his business. Income tax regulations along with deductions from salaries which have been made mandatory by law and taxes on certain items which the dealer must keep when sales are made have added to the importance of keeping such a system. In full recognition of a need for a simplified book-keeping system which is adapted especially to the retail drug store, Eli Lilly and Company has prepared and published the sixth edition of the *Accounting and Record System for the Retail Drug Store*. Copies are available free of charge to proprietors of all drug stores in the United States through Lilly medical service representatives exclusively.

The *Accounting and Record System for the Retail Drug Store* contains, in a single book, forms for recording essential data pertaining to store operations for a period of twelve months. Although most drug store proprietors prefer to keep their records on a calendar-year basis, use of the system may be started at any time.

The book is simple to use, requires a minimum amount of time to keep up to date, and provides adequate information for the knowledge of the proprietor and for tax purposes. Except for the end of the month and the end of the year, a few minutes each day are sufficient to record all necessary figures.

In addition to forms on which daily receipts and expenditures can be conveniently listed, space is provided for a prescription record, buying budget, record of current merchandise bought on credit, record of advance orders, individual compensation

data, and also space for obtaining monthly and yearly summaries of store operations. The daily receipts and expenditures and the buying budget may be recorded for the store as a whole or for each of the three major departments as desired by the proprietor. Provision has been made for listing excise and sales tax figures and for registering deductions from salaries authorized by law.

The *Accounting and Record System for the Retail Drug Store* contains 194 pages and is bound in a black, durable cover.

Remember, if the proprietor of a drug store desires to use the *Accounting and Record System for the Retail Drug Store*, his Lilly medical service representative will present him with a copy without charge.

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How Well Do I Remember?

By JAMES B. BOWERS, Richmond

Your picture of the first and second year pharmacy classes—U. N. C. 1900-1901—brings back to me many memories of friends of mine.

I left Richmod in October, 1903 to take the Eastern North Carolina territory for my firm, The Owens and Minor Drug Co., Limited, at that time.

Of the members pictured in the group, those that I got to know closely were:

No. 2. Peter E. Davenport of Pactolus, a town on the Tar River between Washington and Greenville. When I first began to travel The Old Dominion Steamship Company operated a steamboat between Washington and Greenville. Pete Davenport first worked for Dr. Hardy, a physician on Market Street in Washington. Later, he operated drug stores in Plymouth and Washington. He ended his days owning a store at Garner. A jolly soul, who loved to fish, Pete and I had many a fishing trip in the creeks which flow into the Pamlico east of Washington.

No. 3. John E. F. Hicks, one of the best pharmacists I have ever known. He was in government service for a long while and in later years returned to Goldsboro, where he was associated with the Brown Drug Company when I last saw him. He really loved the professional side of Pharmacy.

No. 4. W. D. Patterson, one of three Patterson brothers of Chapel Hill who entered pharmacy.

No. 6. J. C. Bolton of Rich Square. Cenes Bolton first worked for a druggist at Dunn, then returned to Rich Square to operate a store in association with his brother, Dr. Mahlon Bolton, in that good, rich Quaker section of North Hampton County. Bolton Drug Company of Rich Square is still operated by his sons.

No. 7. Julius Etheridge of Benson, who went in business in Winston-Salem and later bought a store in Greenville, was a good merchant.

No. 9. Adolph G. Ahrens of Wilmington (unidentified in original list) who, with D. Archie Bulluck (No. 29), a son of Dr. Bul-

luck, opened a store in Wilmington on Princess Street near Front, right at the transfer point for Wrightsville Beach. They had a wonderful business until Adolph sold out to Jarman & Futrell, I think. He then opened a wholesale drug business on Market Street with his brother, Edward Ahrens. Later, he went to farming in the rich trucking section around Wilmington and when I last saw him he had a retail drug store on Market Street in Wilmington. A fine boy to work with.

No. 10. H. H. Ewbank of Hendersonville. I think he first worked with Mr. Justus at Hendersonville, but when I first knew him he was a salesman for Parke, Davis & Company in Eastern North Carolina. He was my ideal of a salesman. He was a man that people liked to deal with. He knew pharmaceuticals and knew how to detail physicians and to sell druggists. He worked day and night in days when many physicians were seen by driving miles in a horse and buggy over sandy and muddy roads. He and I traveled many miles and many weeks.

He was diligent and saving and after some years returned to Hendersonville to enter



JAMES B. BOWERS

the real estate and insurance business with his brothers. What a handsome, smiling and courteous gentleman, he was!

No. 11. B. Frank Page of Raleigh. If the U. N. C. Year Book of 1900 or 1901 did not have him as "most likely to succeed," they missed a good chance. I first met Mr. Page through my good friend, Jim Coppedge, who loved him. I could hardly add anything to the many testimonials he has had given him in the present number of THE CAROLINA JOURNAL OF PHARMACY. He has built in Raleigh one of the outstanding wholesale drug houses in the United States.

No. 13. Edward Vernon Howell. I first met Professor Howell at the meeting of the N. C. P. A. at Asheville in 1904. I sat beside him in the carriage when we were being driven over Biltmore Estate and I was impressed by his knowledge of Botany and of the plants along the roadside in the mountains. I was to know him and to call him friend for the rest of his life.

No. 17. W. O. Singletary looks like the Singletary I knew later at Rowland and Warsaw.

No. 18. George M. McNeill of Rowland, a son of Shirit McNiell. A Scotch Presbyterian and rightly so. He loved his family, his church, his drug store and his farm. When I first called on him his drug store, The Rowland Drug Company, was in a converted residence and a fire in an open grate. He helped to build up his town and county. A sturdy citizen and a good man.

No. 21. J. Mack Cutchin of Whitakers opened the first drug store in Whitakers about 1904. He developed large farming interests while still in the drug business and sold his store to Paul Burnette after a fire had destroyed Paul's store.

No. 25. John E. Hudson of Kinston (unidentified in original picture) married a Miss Randolph of Kinston and opened a drug store on Queen Street in Kinston. He contracted the flu in the influenza epidemic of 1918-'19 and died.

No. 26. Walton Phifer, I first knew at Rocky Mount where I think he was employed by the Griffin Drug Company. Afterwards he represented H. K. Wampole Co. of Philadelphia in North and South Carolina.

No. 28. M. M. Pendleton of Warrenton.

I knew him as manager of the Hunter Drug Company of Warrenton. As handsome and attractive a young man as I have ever known. Everybody loved him but he met a tragic and untimely death while still a young man.

No. 29. D. A. Bulluck of Wilmington mentioned as a partner of A. G. Ahrens, No. 9.

What a picture of fine looking boys that is and how I enjoyed thinking of those I knew. They helped build North Carolina Pharmacy and gave character to it for they themselves had character.

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Edward's Pharmacy
Edward's Drug
W. B. Fearing
Goldsboro Drug Co.
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Johnson's Drug
Matthews Drug Store
Matthews Drug Co.
Mitchener's Pharmacy
Morehead City Drug
Parker's Drug Store
Parker-Taylor Drug Co.
Phillips Drug
Rick's Drug
Rock Drug
Rosemary Drug
Louis Selig
Selma Drug
Standard Drug No. 2
Ward's Drug Store
Warren's Drug Store
Weldon Drug
Whitehead's
Whitley Drug
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Greenville, N. C.
New Bern, N. C.
Greenville, N. C.
Goldsboro, N. C.
Dunn, N. C.
Williamston, N. C.
Jacksonville, N. C.
Williamston, N. C.
Ayden, N. C.
Wake Forest, N. C.
Manteo, N. C.
Goldsboro, N. C.
Scotland Neck, N. C.
Smithfield, N. C.
Rocky Mount, N. C.
Roanoke Rapids, N. C.
Edenton, N. C.
Morehead City, N. C.
Henderson, N. C.
Woodland, N. C.
Morganton, N. C.
Rocky Mount, N. C.
Valdese, N. C.
Roanoke Rapids, N. C.
Elizabeth City, N. C.
Selma, N. C.
Kinston, N. C.
Nashville, N. C.
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Henderson, N. C.
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Richmond, Virginia

Allison James: Poet

Besides having a few artists scattered among our group, we suddenly discover a poet in the person of Allison James of Greensboro. Since Allison's main business these days is selling savings bonds for Uncle Sam, he may soon be drafted to write jingles for The Treasury Department. But this shouldn't be necessary in view of the fact you get back \$4 for every \$3 invested in E bonds.

So far as acting as probation officer, that ought to be an easy one—pharmacists are too busy nowadays to get involved in anything that would warrant action on the part of the probation officer.

Here's Allison's literary classic:

One night a druggist dreamed a dream,
And dreaming—dreamed he died,
And straightway to the pearly gates,
His sin-stained spirit hied.
When there before the saints he stood,
With downcast head and low,
My record's pretty rank, said he,
I guess I'm bound below.

I've smoked a lot and drank a lot,
Confess it all I must,
And when the Iodoform bottle broke—

Great Heavens how I've cussed.
The Valerian odor in my nose,
Has driven me to swear.
And my corn covered, blistered toes
Have been a constant care.

I've left my bed at three A. M.
To sell a Cascaret,
I've sold my friends cathartic pills,
That are not paid for yet,
I've cussed the folks who do not pay,
From morning till night time
Then sold them more, when I well knew,
I would never get a dime.

Then good Saint Peter looked at him,
With kindly smiling eyes,
And said you've probably earned a seat,
In the Mansion in the skies.
But I will not pass you in the gate,
Until I further check your bill,
I'll just put you on probation,
With W. J. Smith—at Chapel Hill.

Green to Manage New Eckerd Store

E. G. Green, manager of the Eckerd Drug Store in Durham for the past ten years, has been transferred to Winston-Salem where he will supervise the opening and will later manage the new store being opened in that city by the Eckerd organization.

CAPUDINE

is the Liquid Headache and Neuralgia Relief that has always been promoted for sale only through *Druggists*.

For over 50 Years Capudine advertisements have directed the consumers to "Get Capudine from your *Druggist*."

**"A Good Product
Consistently Advertised"**

CAPUDINE CHEMICAL COMPANY
Raleigh, North Carolina



Exciting News!

**Lots of your
favorite toilet tissue
now in stock!**

A KLEENEX* PRODUCT

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TISSUES

17¢
ROLL

6 FOR 98¢

*Soft • Absorbent
"Just Like" Kleenex*

* T. M. REG. U. S. PAT. OFF.

See our salesman for prices. DELSEY TOILET TISSUE may be combined with other International Cellucotton Products Company products to obtain quantity prices.

JUSTICE DRUG COMPANY

Greensboro, N. C.

DEPENDABLE SERVICE SINCE 1898

News of the New

Benylin Expectorant, supplied by Parke, Davis & Company in 16-ounce and gallon bottles, is a palatable, raspberry-flavored syrup free from narcotic drugs. Each fluid ounce contains 80 mg. of Benadryl Hydrochloride; 12 gr. of ammonium chloride; 5 gr. of sodium citrate; 2 gr. of chloroform; 1/10 gr. of menthol; and 5 per cent of alcohol. Useful in the treatment of coughs and other symptoms of congestion associated with colds.

Dihydrostreptomycin, the new drug which produces significantly less nerve damage than streptomycin, of which it is a derivative, is now available to the medical profession on a nation-wide basis, according to an announcement by E. R. Squibb & Sons. Tests of "Dihydrostreptomycin" by leading clinicians have now established its value in the treatment of certain types of tuberculosis.

Pulvules Histadyl Hydrochloride (Thenylpyramine Hydrochloride, Lilly and **Ephedrine Hydrochloride** combine the therapeutic properties of two important drugs for control of hay fever and other allergic conditions, according to a report by Eli Lilly and Company. Recent clinical investigations indicate that a synergistic effect is obtained by administering the two drugs simultaneously, for the effective dose of "Histadyl Hydrochloride" when in combination with Ephedrine Hydrochloride has been found to be smaller, reducing the incidence of unpleasant side-effects. The Pulvules are supplied by Lilly in packages of 100 and 1000.

Procaine Penicillin-G in Oil with Aluminum Sterate (96 hour type), a water insoluble procaine salt of penicillin-G consisting of one molecule of penicillin-G combined with one molecule of procaine base in peanut oil, with 2% aluminum sterate added as a suspending agent. Each cc. of solution contains 300,000 units of the crystalline salt. Indicated in pneumococic, streptococic, staphylococic and gonococic infections that

are penicillin-susceptible. Also spirochetal diseases, bacterial endocarditis, anthrax and actinomycosis. Supplied by Schering Corporation in 10 cc. multiple dose vials (300,000 units per cc.) **for intramuscular injection only.**

Progynon Pellets (Estradiol, USP XIII), indicated for prolonged, continuous estrogenic therapy for the menopausal syndrome and for hypogonadism in the female, is available from Schering Corporation in boxes of one and three vials, each vial containing one pellet of approximately .25 mg. Dosage is one .25 mg. pellet implanted subcutaneously.

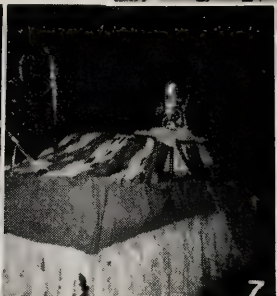
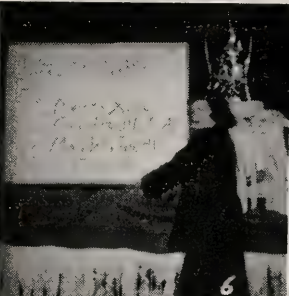
According to recent clinical studies, **Dihydrostreptomycin**, which is prepared by reducing streptomycin sulfate with hydrogen, is therapeutically equal to streptomycin in the treatment of certain types of tuberculosis. Victims of the particular tubercular infections who are unable to take streptomycin because of eighth nerve disturbance usually tolerate the new form to such a degree that adequate therapy may be given with safety.

The value of dihydrostreptomycin in treating other streptomycin-susceptible infections has not been established to date, although the drug has been used successfully as a prophylactic agent following lobectomies, pneumonectomies, and similar operations.

Until additional clinical experience is accumulated, dihydrostreptomycin is recommended only for the adjunctive treatment of tuberculosis. It should be administered intramuscularly and all measures common to streptomycin therapy should be observed. Dihydrostreptomycin Sulfate is listed by Eli Lilly and Company—Ampoules No. 493—containing the equivalent of 1 gram of streptomycin base.

Named Director

W. Moss Salley, Asheville pharmacist, has been named a director of the Asheville Chamber of Commerce. In addition to this new responsibility, Moss is also serving on the Board of Directors of the Asheville Merchants Association, as a representative of pharmacy and small business.



CAROLINA CAMERA

(Pictures on Opposite Page)

(1) David R. Davis of Williamston and W. B. Gurley of Windsor, shown in the foreground, are loyal Association workers and among the State's most progressive pharmacists. The picture was made during the 1948 Convention of the N. C. P. A. at Carolina Beach.

(2) W. R. Adams exhibits samples of the sort of fishing to be had at Carolina Beach. "The big ones got away," says Wilbur.

(3) An interior view of Connell's Drug Store, Henderson. The owner, J. P. B. Connell, opened this new pharmacy the latter part of 1948 and is featuring prescription service.

(4) Paul B. Bissette, Jr., of Wilson, used this unique picture as a greeting card at Christmas. Paul says he wanted to put lots of "spirit" into his message, and from all appearances, he succeeded.

(5) Edward Victor Hemmle, young son of Mr. and Mrs. E. H. Hemmle of Charlotte, is shown awaiting the return of his dad from a Colgate-Palmolive-Peet sales conference in

Texas. A feature article written by Edward's father appears in this issue of the JOURNAL.

(6) Here's a view of the float entered in Sanford's big Christmas Parade by Cole's Pharmacy. The young lady holding the prescription is Miss Betty Cole. (7) Another view of the float. (8) John A. Terrell, Jr., who had a big hand in building the float, says this is what one looks like after staying up practically all night "working on a float."

(9) Miss Nancy Adams, daughter of Mr. and Mrs. W. A. Adams of Carolina Beach. Although only four, Nancy has already visited Chapel Hill sufficiently to catch the "Carolina Spirit." . . . her favorite being Charlie "Choo Choo" Justice.

(10) and (11) An "8 Hour Film Service" is prominently featured by Goode's of Asheville, both on the exterior front and interior wall. Picture business accounts for 15% of Goode's total sales volume, which is said to approximate half a million dollars a year.

only

a pharmacist

may compound prescriptions

Just as professional pharmacy is your most valuable asset, competent prescription department service is the major function of our business. We feature Lilly pharmaceuticals, biologicals, and special therapeutic agents. Moreover, our stock of all other prescription department merchandise and our equipment are adequate to every demand. You are invited to take advantage of this comprehensive service.

The Peabody Drug Company

DURHAM, NORTH CAROLINA

TABLETS

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*"You will become as small
as your controlling desire;
as great as your
dominant aspiration."*

—JAMES ALLEN

THE UTMOST IN
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MANUFACTURING
CHEMIST

L. P. MAYRAND

GREENSBORO
NORTH CAROLINA



Lance

The Best
Peanut Butter
Sandwiches
Peanuts
Candies
and Other
Bakery Products

DOINGS OF THE AUXILIARIES

The Raleigh Woman's Drug Club

MRS. RALPH E. WOODCOCK, *Reporter*

The annual Christmas party of the Raleigh Woman's Drug Club was held December 11th at Carolina Pines Clubhouse. The Club was beautifully decorated with arrangements of Nandina berries, Ivy, Christmas greens, red tapers, white table cloths, red candles and place cards in Christmas motif.

Following the dinner, Mrs. D. L. Jordan, president of the Club, welcomed guests, members and their husbands. Walter Lee Horton, Master of Ceremonies, held forth in the typical Horton fashion with seasonable comedy while Santa Claus, Mr. D. L. Jordan, was arriving.

Standing beside the Christmas tree, Santa greeted everyone with Christmas cheer and gifts. The singing of carols gave additional holiday spirit to the party. Dancing concluded the program for the evening.

Special recognition is given to the Entertainment Chairman, Mrs. J. B. Warren, and members who worked so diligently with her to make the party a success. Recognition is also extended to Mr. B. Frank Page, of the W. H. King Drug Company, for contribution of refreshments and decorative material.

Charlotte Auxiliary Honored by Burwell & Dunn

MRS. D. L. SMITH, *Reporter*

Honoring the Charlotte Woman's Druggist Auxiliary on the 10th anniversary of the organization, Burwell & Dunn Company was host recently at a banquet in the Carolina Room at the Selwyn Hotel.

The guests were greeted by Mrs. S. A. Beaty and Mrs. Reuben C. Russell as they arrived. Mrs. Lester C. Smith, head of the Auxiliary, presided. The invocation was given by Mrs. J. Floyd Fesperman.

Past presidents of the Auxiliary were special guests and were asked to give brief

reports on activities during their term of office. They were: Mrs. G. V. Lawrence, Mrs. James Boyce Hunter, Mrs. T. N. Edwards, Mrs. L. E. Barnhardt, Mrs. W. S. Obenshain, Mrs. F. E. Thomas, Mrs. W. B. Holmes, Mrs. Joe Monroe, Mrs. H. W. Pasko and Mrs. W. K. Gardner.

The Auxiliary is especially honored in having had two of its members serve as president of the State Auxiliary. They are Mrs. J. K. Civil and Mrs. C. H. Smith, who gave reports at the anniversary banquet.

Four honorary members—Mrs. T. N. Edwards, Mrs. M. M. Murphy, Mrs. R. A. Dunn and Mrs. John M. Scott—were present.

Door prizes were won by Mrs. James Boyce Hunter and Mrs. Luke Blackmer.

The banquet table for this occasion was in the shape of a horseshoe; the centerpiece was a three-tiered birthday cake. Silver candelabra holding white tapers were used on both sides of the cake. Bowls of white gladioli, chrysanthemums and snapdragons were used at each end of the table.

Favors at each of the 65 places were unusual capsule nosegays. All past presidents received white carnation corsages.

Several piano selections were played by Mrs. J. E. Allen, and the group sang "Happy Birthday."

FUNDS RAISED FOR CHARITY

The annual luncheon and Christmas party of the Charlotte Woman's Druggist Auxiliary was held December 14 in a private dining room at Efir's.

Mrs. Lester C. Smith, president, presided. Mrs. S. A. Beaty gave the invocation.

Miniature snow men, red and green Christmas tree ornaments, pine cones and greenery decorated the tables.

Mrs. J. Floyd Fesperman had charge of the program. Miss Margaret Pittman gave a Christmas reading, and Mrs. J. Clyde White sang several Christmas selections accompanied by Mrs. H. L. Bizzell, pianist.

J. E. Allen, dressed as Santa Claus, distributed gifts to each member. A grab bag was held to raise funds for charity. Ten dollars went to the Empty Stocking Fund, ten dollars to the Veterans in Hospitals

Fund, and thirty dollars to a local needy family.

Mrs. F. F. Potter, chairman of the social committee, told us about the tentative plans for a benefit bridge party to be held in January. We are, of course, looking forward to this as a good time is always had at our parties.

Covers were laid for 50 members at the luncheon table. Mrs. F. F. Potter had charge of the decorations.

Schering Gives Largest Employee Bonus in History

The largest year-end bonus to employees in the history of Schering Corporation of Bloomfield, New Jersey, was announced by Mr. Francis C. Brown, President of the Company, at the Twentieth Anniversary Christmas Party held recently in the Grand Ballroom of the Hotel Pennsylvania, New York. Total bonus payments amounted to over \$200,000, and carried out the company's policy for profit-sharing with employees. The bonus was distributed to Schering employees in the United States and in twenty-two other countries throughout the

world. In addition, the announcement of a comprehensive program of other advantages including group insurance, accident and sickness protection, hospitalization, and other plans beneficial to employees has been made to the Schering personnel.

Schering Corporation, located in Bloomfield, New Jersey, is the world's largest manufacturer of sex hormones. In addition, Schering is an important manufacturer of chemotherapeutic, X-ray diagnostic, and other pharmaceutical products. The Company has recently expanded its facilities for the manufacture of other fine pharmaceutical products.

Rx Blanks

Recent discussions centering around advertising on prescription blanks is old stuff to R. R. Copeland of Ahoskie. He writes that for several years the blanks distributed by his pharmacy have carried the line "Take This To Your Favorite Drug Store." The only exception to this rule is in the case of "VA RXS" in which the name of his pharmacy is printed on the special duplicate blanks recommended by the Veterans Administration.

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Howell Hall Happenings

JOHN C. HOOD, *Reporter*

At a meeting of the entire School of Pharmacy on December 3rd, several items of school interest were discussed. The question of what constituted a quorum was brought up and it was voted that at any properly announced meeting those present represented the student body and therefore constituted a quorum capable of deciding major issues. The proposed school budget was submitted and reviewed before being voted upon. The major change of the new budget was an increase in the amount to be allotted to the Pharmacy Week-End. It is anticipated that this increase will permit plans for bigger and more extensive Pharmacy Week-Ends sufficiently grand and entertaining to warrant graduates returning to be a part of the festivities. This would give added prestige to our School of Pharmacy and to the profession.

Another matter of interest submitted to the School for consideration was a proposed annual award for the outstanding graduating student fulfilling certain specified qualifications. This award will be a School of Pharmacy Student Body Award and the winner is to be decided by the students. This plan was approved by the students and John Hood has appointed a committee to decide upon the qualifications. Those serving on the committee are Wesly Collier, Peggy Simmons, Ben Cooper, and Arthur Brothers. The committee met and after several long sessions set forth a name and qualifications.

The committee and Miss Alice Noble are to be commended upon their efforts toward making this award and its purpose as meaningful as possible.

The catalogue will carry the following:

THE SCHOOL OF PHARMACY STUDENT BODY AWARD

(Established in 1949)

A silver cup is given annually by the student body of the School of Pharmacy to the member of the graduating class who has demonstrated the highest qualities of character, deportment, scholarship, participation in

extra-curricular activities, and promise of future distinction in the profession.

The winner of the cup is determined by a special committee composed of representatives from each recognized organization in the School of Pharmacy.

Following the school meeting the fourth year students were polled in an effort to anticipate those interested in an April trip to Eli Lilly & Co. Hal Hawkins reminded the students that about fifty percent of the class would be needed to make the trip worthwhile. A special train car will be chartered for the trip at an approximate cost of \$35 per student.

Kelly Turner, School of Pharmacy representative to the Honor Council, has had a busy fall with weekly Council meetings and cases of varying degrees of seriousness having been tried.

With the convening of the State Legislature in the not-too-distant future, it is to the advantage of all connected with pharmacy to contact their representatives. They should be impressed with the needs of the University and the School of Pharmacy in particular.

Student Branch N. C. P. A.

BILL FORREST, *Reporter*

The Student Branch of the North Carolina Pharmaceutical Association held its annual membership drive November 9th, 10th, and 11th. Steve Pappas was chairman of the drive. Jim Edwards, Jane Bradford, and Ernie Rabil were members of the committee. Many students assisted during free periods from classes. Ninety percent of the students have joined so far. Most of the members have received their membership certificates and cards. The remainder of the members will receive cards the first week of the winter quarter. All students who have not joined will have the opportunity to do so until January 15, 1949. This will be the last opportunity to join for the 1948-1949 school year.

The Student Branch of the N. C. P. A.

held its third meeting for the present school year Tuesday, December 7. The speaker for the evening was Mr. I. T. Reamer, Chief Pharmacist at Duke Hospital. Earl Caldwell introduced the speaker. Mr. Reamer spoke on "Hospital Pharmacy." He discussed the many different jobs the hospital pharmacist is required to do, such as manufacturing, dispensing, buying, etc. He also told about the system of pricing prescriptions dispensed in the hospital pharmacy and the salaries paid hospital pharmacists.

Bill Forrest expressed appreciation to the many students who helped out in the membership drive. The students were informed that they will have the opportunity to put in orders for keys at the first meeting in the winter quarter.

Rho Chi

PEGGY SIMMONS, *Reporter*

At the Rho Chi meeting in November the new members were initiated and presented their keys. Following the initiation the new members were guests at the dinner meeting at the Carolina Inn. At that time Miss Jane Bradford spoke on "Darbiseue" and Mr. Earl Caldwell spoke on "The Immunological Efficiency of Influenza Vaccine."

The December dinner meeting was held at Brady's and after huge plates of fried chicken the members were in a receptive mood for the speeches. At this meeting Thomas Wesly Collier spoke on the efficiency of "Dolophene" and Wilbur Provo spoke on the promises of the new drug "Auremycin."

Pharmacy Senate

FLOYD JONES, *Reporter*

During the past few weeks the Pharmacy Senate has added to its membership twelve students to bring its total to the number permitted by its constitution. A few of these are still due to give their initiation speeches and such will be the agenda for the first meeting of the coming quarter.

Yackety-Yack pictures were taken Friday afternoon, December 10th in the lounge of Graham Memorial. The Senate looks forward to presenting to the school another

speaker on some phase of Pharmacy during the coming school period. Mr. Harrell's talk and movie on the new drug "Intocostrin" was a great success and the Senate plans to have him back again in the near future.

The origin of the Pharmacy Senate is not as widely known among the students at Howell Hall as it should be. Dr. E. A. Brecht created and developed the idea here at U. N. C. in 1940 and since then it has spread in form to several of the Schools of Pharmacy throughout the country.

Interested students who would like to become members should contact Bob Wilson.

Pharmacy Girls Association

DORIS SAULS, *Reporter*

Various meetings this fall of the Pharmacy Girls' Association have consisted of big plans for the Christmas party for the entire school and their wives or dates. The party was held on the night of December 13th in the Rendezvous Room. Hot chocolate, Christmas cookies, potato chips, and peanuts were served to a large crowd. Beneath the Christmas tree were gifts for the guests. Entertainment included a reading of a parody of "'Twas the Night Before Christmas" by Jean Snyder, and the singing of Christmas Carols. Horace Baker furnished the piano music for the singing. Those girls planning and carrying out the party were Virginia Callahan, Peggy Simmons, Margaret Booth, Jean Snyder, Jane Bradford, Obeda Hood, Sarah Pegram, and Doris Sauls.

Kappa Psi

HAL HAWKINS, *Reporter*

The new pledges are Arthur Brothers, Earl Brown, Loy Buris, Harold Day, Reginald Ferrell, James P. Greene, James S. Greene, Richard Knight, Larry McAllister, Rudolph Pittman, Joe Reese, William Robertson, Harold Sauls, Elias Carr Speight, James Speight, John Thighpen.

A chicken dinner was served to Kappa Psi faculty and graduate students in the fraternity dining room. Those attending were Dr. Jacobs, Dr. Rose, Dr. Semeniuk, Al Jowdy and Bill Taylor.

Open house was held every week-end dur-

ing the football season. On November 19th a party was given to honor the new pledges. A Christmas party was given on December 10th with Santa Claus Bill Jordan "passing out" the presents. A good time was had by all. Movies were shown.

At the present time there are twenty men living in the fraternity house. David Overton is the house and kitchen manager. We are being served two meals a day for a price below that uptown. Are the meals good? Just check those waistlines of Ben Collins and Pop Rabil for the answer.

Our tag football team had its best season in many a year. We won four and lost three.

Kappa Psi is endeavoring to give its members not only a sense of professional responsibility, but also is striving to increase its social obligation to the campus and to prepare its members for life in the social world. The Fraternity parties teach us some of the necessities of a successful social life while the habit of working and studying together increases our professional understanding and better prepares us for our relationship with the other professions.

We want all Pharmacy students to feel free to drop around at any time.

Phi Delta Chi

JOHN P. HORTON, JR., *Reporter*

The Duke week-end brought many alumni back to the P. D. C. house. A buffet luncheon was sponsored by the chapter for P. D. C. alumni and their guests. It certainly was grand to see so many people.

Several new men have been pledged into the chapter during the past few weeks. They are: Keith N. Fulbright, Guilford College; Robert H. Honeycutt, Kannapolis; William H. Randall, Falcon; William M. Shaeln, Robbinsville; Dewey H. Stonestreet, Winston-Salem; and Wilbur S. Ward, Swannanoa.

Eight men were initiated into the chapter December 4. They are as follows: R. E. Allen, Shelby; D. L. Bennett, Fuquay Springs; S. M. Cavanaugh, Wallace; W. A. Clodfelter, Asheboro; C. H. Gaddy, Ingold;

H. C. Rich, Garland; A. G. Turner, Draper; and W. A. West, Roseboro.

The heat wave finally hit P. D. C. house during the Thanksgiving holidays. An oil conversion unit was installed and all brothers are well pleased with the new heating plant.

The Maryland week-end found fifteen P. D. C.'s in Washington. A large Confederate flag carried by two of the brothers was one of the main events at half time. A wonderful and well spent trip was enjoyed by everyone.

Elections for the winter quarter were held December 6. The officers are W. G. Forrest, president; W. W. Jordan, vice-president; R. L. Hudson, secretary; B. R. Phifer, treasurer; J. K. Turner, chaplain; W. A. West, inner guard; and J. P. Horton, master-at-arms.

Kappa Epsilon

DORIS SAULS, *Reporter*

Peggy Costner Simmons entertained the K. E.'s at a knitting party last month. The refreshments included hot chocolate, doughnuts and peanuts. A short business meeting followed.

This month Peggy Simmons again entertained at a party for the K. E.'s and their husbands honoring Jane Bradford and Jimmy Caudill prospective bride and groom. The wedding took place the 19th of December in Greensboro.

Graduate Studies

AL JOWDY, *Reporter*

Listed below are the titles of the seminars presented by the faculty from September to December:

Dr. Semeniuk—"The Role of Sulfhydryl and Related Groups in the Inhibition of Antibiotic Activity."

Dr. Brecht—"North Carolina Plants Known to Have Been Poisonous to Humans."

Dr. Hartung—"Hydrogenolytic Debenzylation."

Dr. Rose—"Ant vs. Science in Pharmacy."

Dean Jacobs—"The Assay of Strychnine & Brucine."

Phones: Office 7857; Home 3-1863

P. O. Box 2522

K. E. Handy, Ph. G.

"Specializing in Sale of Drug Stores"

304 W. Morgan St.
Raleigh, North Carolina

DRUG STORES FOR SALE THIS MONTH

- No. 1. South of Raleigh on Highway No. 1; only store in town; Rexall Agency, doing \$40,000 annually; filling 7,000 Rx; rent \$50.00 month; stock \$8,000; fixtures \$4,000. Price \$10,000.
- No. 2. A new store in a coastal town of 40,000 doing \$285.00 per day. Each month each department has increased in business. Rent is \$250.00 a month; 4 year lease with option for 5 additional years. Will sell for inventory.
- No. 3. In fast growing Eastern North Carolina town; only one other drug store; 6 physicians, 2 dentists; grossing \$90,000.00; rent only \$100 a month; new fountain; \$16 to \$18,000 stock; price \$26,000 with liberal terms.
- No. 4. HALF interest, for very little cash; receive salary, and let profit pay for store. The owner a M.D. writes 35 Rx a day. Store grosses \$50,000.00 a year. No night or Sunday hours. Will furnish living quarters.
- Other attractive Stores: one for \$5,000.00; One for \$7,500.00—\$2,000.00 cash, balance terms.

*If you want to sell, list with me—If you want to buy,
communicate with me*

USE THIS SELF-SERVER ON YOUR WRAPPING COUNTER

SELLS ALKA-SELTZER

SAVES YOU TIME



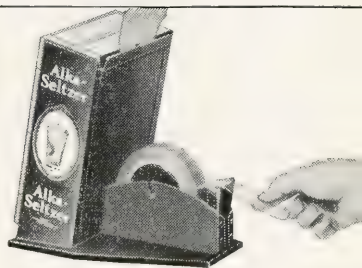
ALKA-SELTZER SCOTCH TAPE SELF-SERVER

← FRONT VIEW

From the *customer's* side of the counter this new Alka-Seltzer Scotch Tape Self-Server does an excellent selling job . . . *reminding* customers to buy Alka-Seltzer . . . making it easy for them to serve themselves.

↓ REAR VIEW

From *your* side of the counter this Self-Server saves you time . . . there, right at your finger tips, is the Scotch Tape you need to seal packages *quickly*. Guarded cutter blade.



There's real excitement and enthusiasm among the druggists who have already tried this New Alka-Seltzer Scotch Tape Self-Server!

Its small size—7¼ inches wide, 10½ inches deep—means you can put it on the counter . . . the most convenient spot for quick use . . . the *very* spot where it will do the best job of selling *more* Alka Seltzer for you.

Sturdy. Made of metal—lithographed in bright colors. Comes equipped with 2592 inches of tape. Even when this tape is replaced you can still seal 24 packages for a single penny.

Next time your Miles Salesman calls, be sure to tell him you want this effective *double-purpose* Alka-Seltzer Scotch Tape Self-Server.

MILES LABORATORIES, INC., Elkhart, Ind. . . . Manufacturing Chemists for over 60 years



"THE BEST THINGS IN LIFE ARE FREE"

. . . The best things in business are free too. Friendliness and dependability cost nothing, yet these qualities are counted as our most priceless assets.

Service does cost us, but our customers benefit by the lower inventories and greater turnover which fast delivery service makes possible. We, in turn, are compensated for the cost of this service through greater customer patronage.

We are grateful to our customers for the loyal support which makes our service possible, and we will welcome the opportunity to be of greater service to you in the future.

W. H. King Drug Company

Wholesale Druggists

Raleigh, North Carolina

"The House of Friendly and Dependable Service"

The Carolina **JOURNAL OF PHARMACY**

Published Monthly by the North Carolina Pharmaceutical
Association at Chapel Hill, N. C.



"Safe for the Moment"—Photo by Wallace Patterson, Chapel Hill.

Feb., 1949

Volume XXX

Number 2

IN THIS ISSUE

THE LEGISLATIVE PICTURE

achievement

Progress in the profession of pharmacy is improving the pharmacist's position as a key factor in the nation's health. As in other professions, with success there naturally come prestige and added responsibilities.

Today, keeping abreast of medical research, disseminating accurate information to physicians and the public, and providing complete prescription service are the pharmacist's full-time obligations. Pharmacy and pharmacists will continue to grow and achieve in proportion to their acceptance of these essential functions. The Lilly medical service representative stands ready and willing to serve the pharmacist in the best interests of the profession. He works for you, never against you. That is the Lilly Policy.



ELI LILLY AND COMPANY • INDIANAPOLIS 6, INDIANA, U.S.A.

Lilly



the *most recent*
advance in cough control

BENYLIN[®] EXPECTORANT

has a double effect. It controls cough safely and effectively. It relieves the other distressing symptoms of the common cold.

Distinctive features make BENYLIN EXPECTORANT a preferred preparation for coughs and colds:

unique formula . . BENYLIN EXPECTORANT
combines BENADRYL[®] Hydrochloride, 10 mg. per teaspoonful, with other remedial agents.

non-narcotic BENYLIN EXPECTORANT
contains no narcotic drugs;

antispasmodic . . . BENYLIN EXPECTORANT
relaxes the bronchial tree;

demulcent BENYLIN EXPECTORANT
soothes the mucosa of the upper respiratory tract;

decongestant BENYLIN EXPECTORANT
alleviates nasal stuffiness, sneezing, lacrimation and bronchial congestion;

expectorant BENYLIN EXPECTORANT
assists in liquefying and removing mucous secretions;

pleasant tasting . . BENYLIN EXPECTORANT
has a mildly tart taste readily acceptable to children and adults.



BENYLIN EXPECTORANT contains in each fluid ounce:

BENADRYL Hydrochloride	80 mg.	Sodium Citrate	5 gr.
(diphenhydramine hydrochloride, P.D.&Co.)		Chloroform	2 gr.
Ammonium Chloride	12 gr.	Menthol	1/10 gr.

BENYLIN EXPECTORANT is supplied in 16-ounce and gallon bottles.

Medical journal ads, direct mail and our medical service representatives have familiarized physicians in your vicinity with the advantages of BENYLIN EXPECTORANT. An ample supply will enable you to meet prescription demands.

PARKE, DAVIS & COMPANY · DETROIT 32, MICHIGAN



*February and March
Are Seasons
for Colds*

Don't overlook Cough Medicines, and the many Vitamins that prevent colds.

This is real Business. Check with our salesmen, and be sure you carry the right lines to take care of your needs.



For Long Distance

Call Richmond LD 145

THE BODEKER DRUG CO.

Over 100 Years of Service

Richmond, Va.

again a
Schering
 contribution
GRAMICIDIN

GRAMICIDIN, the active principle of tyrothricin, is now available for the first time in Schering's

GRAMOZETS* (troches)

GRAMINASIN* (nasal solution)

GRAMODERM* (ointment)

The antibiotic properties of tyrothricin against gram-positive organisms, due to its Gramicidin content, has been well recognized. Now, Gramicidin is available without the presence of *tyrocidine* and other associated toxic and irritating substances. Gramicidin has been made water soluble by the use of special surface active agents which hold it in active, available form. This new development in chemotherapy dispenses with the former need for *tyrocidine* as the surface-active accompaniment. Not only is Gramicidin the specific, active principle controlling susceptible gram-positive bacteria, it is also unaffected by the presence of proteins in serum or exudate and thus is not inactivated during use.

The new preparations contain **GRAMOZETS**: Gramicidin 0.25 mg., benzocaine 5 mg., 12 troches per tube.

GRAMINASIN: Gramicidin 0.005%, with *dl*-deoxyephedrine hydrochloride 0.125%; 15 cc. dropper bottles.

GRAMODERM: Gramicidin 0.25 mg. per gram of PROCTAN* (hypoallergenic, nonirritating) ointment base, 20 Gm. tubes.

*GRAMOZETS, GRAMINASIN, GRAMODERM and PROCTAN are trademarks of Schering Corporation.



Schering
 CORPORATION

BLOOMFIELD, NEW JERSEY

IN CANADA, SCHERING CORPORATION LIMITED, MONTREAL

IN PREFERRED POSITION

NARD's Fair Trade Booklet

If you are a drug store proprietor and interested in preserving Fair Trade, you will want to cooperate with your State Association and the N.A.R.D. by ordering a minimum of 1000 copies of the booklet "Fair Trade or Phony Bargains" for distribution to your customers. Send your check for \$30.00 for 1000 copies of the booklet to The National Association of Retail Druggists, 205 West Wacker Drive, Chicago 6, Illinois.

If the booklet has the proper circulation it will go far to offset damaging articles that have appeared in recent issues of *Time*, *Fortune* and other national publications.

The Market for Drug Store Products

The number of drug stores in the United States dropped more than 2,000 from 1940 to 1947, but sales have more than doubled. This reflects the effects of competition and merchandising efficiency. The Research Department of Curtis Publishing Company

found that at the close of 1947 there were 55,876 drug stores in the country compared with 57,903 in 1940. During the same period, sales rose to \$3,616 million from \$1,563 million. The study shows that the largest decline in the number of stores was in New England, where the drop measured 8.4%. The middle Atlantic States were next with a drop of 7.1%.

Consumer markets for drug store products consist of 36,240,000 families and 9,210,000 single persons. In addition, there's a professional market of 157,620 physicians, 79,760 dentists, 6,262 hospitals, and 9,414 veterinarians. Based on the \$3,616 million sales last year, each store averaged about \$64,700 against \$27,000 in 1940. The Curtis study shows that drug store sales in 1947 averaged \$25 per capita, ranging from a low of \$14 in Mississippi to a high of \$39 in Colorado. Mississippi had one physician for each 1,661 persons, while New York had one for every 584 persons.

Look into this LIQUID vitamin
and mineral food supplement—

ZYRONE

ZYRONE isn't just "another vitamin pill." It is a LIQUID food supplement which supplies the minimum daily requirements of Vitamins B₁, B₂, and the Vitamin Niacin, 12 times the minimum daily need of Iron, and helpful amounts of Calcium, Phosphorus, and Manganese.

Examine the ZYRONE formula. See if it isn't one of the finest of its kind you have ever seen. Then remember that ZYRONE is backed by a heavy radio campaign designed to reach all classes.

Where ZYRONE has already been introduced, retailers report a high percentage of repeat sales. Stock ZYRONE with the confidence that comes in stocking any product of

—THE CHATTANOOGA MEDICINE CO.—

Chattanooga

Tennessee

SPECIFIC THERAPY SPECIFIC POTENCY

For oral anti-anemia therapy, more and more physicians specify "Valentine" liver products. Each 45 cc. of



Liquid EXTRACT OF LIVER

"VALENTINE" (U.S.P.)

represents 1 U.S.P. Oral Unit containing the important Cohn-Minot and Whipple fractions, as well as over twice M.D.R. riboflavin per fluidounce. In 8 fl. oz. bottles.

For intramuscular use, specify

LIVER INJECTION CRUDE U.S.P.

"VALENTINE"

(1 U.S.P. Injectable Unit per cc.) in 10 cc. vials

Valentine Co.

RICHMOND, VA.

Since 1871

ATTENTION PHARMACISTS: The advertisement above is appearing in national and sectional medical journals. Check your stock. Be sure your supply of Liquid Extract of Liver "Valentine" is adequate.

Information gladly supplied

NEW...



FOR PENICILLIN POWDER INHALATION THERAPY

PENICILLIN DISPOLATOR

Squibb penicillin powder inhaler (disposable)

DISPOSABLE. After treatment, the patient throws it away.

EASY TO USE. The Dispolator is a complete therapeutic unit. The patient has no assembly problems.

EFFECTIVE. Can be inhaled through mouth or nostril. Maximum concentration of penicillin per unit area. Slower absorption for longer topical action.

ECONOMICAL. Nothing else to buy.



Each Penicillin Dispolator contains 100,000 units of micro-pulverized penicillin G sodium...the penicillin dosage used by most clinicians as a single treatment. Boxes of 3.

← actual size

Intensive detailing, journal and mail promotion are establishing the Penicillin DISPOLATOR in this new market. Stock up to meet heavy prescription demands.

SQUIBB manufacturing chemists to the medical profession since 1858

Pharmacy Graduates in "Strong Demand"

The next few years will see an increased demand for trained personnel in medicine and psychology.

At the same time, competition will grow keener for positions in pharmacy.

These conclusions were contained in a study prepared for the Veterans Administration by the Occupational Outlook Service, Bureau of Labor Statistics, U. S. Department of Labor.

VA advisement and guidance officers are using the study as an aid in counseling disabled veterans who plan to take educational and training courses.

The nation's demand for health service is outstripping the supply of newly graduated doctors and dentists, the report said. It estimated that "about two-thirds of this year's 5,543 medical graduates (from schools accredited by the American Medical Association) and all of the 1,515 dental gradu-

ates will be needed to replace the physicians and dentists lost to the field annually because of death or retirement."

As a result, only a small expansion of the country's medical staff will be possible.

"Many people will also need to be trained in nursing and other medical service occupations—growing fields with current shortages of workers and high annual drop-outs," the study added.

Although a record number of bachelors' degrees was awarded in psychology during the past academic year, there still is a need for well-trained persons in this field, the report disclosed. However, the shortage of training facilities will prevent many of those with bachelors' degrees from entering graduate school.

Pharmacy graduates, the study said, still are in "strong demand" this year, but larger graduating classes are in prospect for the next several years, with the number of bachelors' degrees granted in 1950 perhaps doubling the 1948 total of 1,975.



Lance

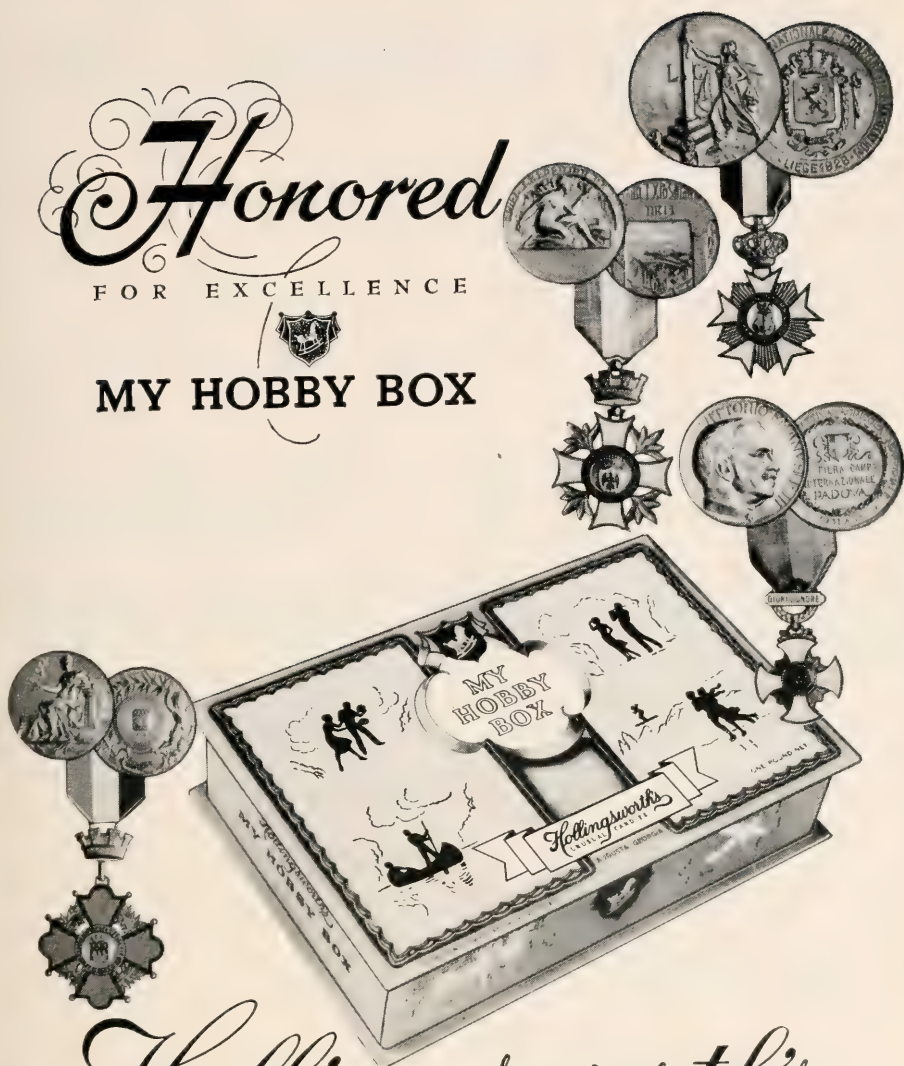
The Best
Peanut Butter
Sandwiches
Peanuts
Candies
and Other
Bakery Products

Honored

FOR EXCELLENCE



MY HOBBY BOX



Hollingsworth's

UNUSUAL CANDIES

FOR THOSE WHO LOVE FINE THINGS

SODA FOUNTAIN

SALE

TO REDUCE OUR STOCK, WE ARE OFFERING
SEVERAL 10 AND 12 FOOT, 1948 MODELS
WITH OR WITHOUT COUNTERS

STANLEY KNIGHT SODA FOUNTAINS

At 40% Discount

DELIVERED AND INSTALLED

PHONE—WIRE—WRITE

OUR SALESMAN WILL CALL

HEADQUARTERS FOR AMERICA'S FINEST SODA FOUNTAINS
DISTRIBUTORS

BERRYHILL

FOUNTAIN SALES CO.

522-24 EAST TRADE ST.
CHARLOTTE, N. C. PHONE 8945—6527

Four Million VA Rx's Filled in 1948

Privately owned pharmacies and those operated by Veterans Administration filled a total of some 4,000,000 prescriptions for veteran-patients during 1948, E. Burns Geiger, chief of VA's pharmacy division, estimated.

About half a million of the prescriptions were filled by 25,000 privately operated pharmacies throughout the country, taking part in the VA home-town pharmacy program.

Under agreements between VA and State Pharmaceutical Associations in 46 states, the District of Columbia and Hawaii, private pharmacists have been authorized to fill prescriptions, at Government expense, for veterans undergoing out-patient treatment for service-connected ailments in VA clinics or with private physicians.

The remaining 3,500,000 prescriptions were filled by 333 pharmacists in VA hos-

pitals, homes and regional offices. VA pharmacies, in addition, supplied large amounts of routine medications to surgical and medical services in the hospitals.

Also, during the past year, VA completed specifications for pharmacies to be built in new hospitals, and revised requirements for hospital pharmaceutical libraries to reflect latest development in the field.

Plans call for new pharmacies to be built in varying sizes, depending upon the number and type of beds the hospitals will contain. The pharmacies will consist of drug preparation rooms and dispensing laboratories.

In the preparation rooms, bulk pharmaceuticals will be prepared, ward and clinic orders filled, and other large-scale operations performed. The actual compounding of prescriptions will be done in dispensing laboratories.

Revised requirements for pharmaceutical libraries include a number of new editions of technical volumes.



Reaco B-Complex with C Tablets
\$20.00 Doz. 100s

Reaco A & D Capsules
\$10.00 Doz. 100s

A. E. P. Tablets
\$24.00 Doz. 100s

Pyridoxine HCl (B6) 10 mg. Tablets
\$2.75 per 100

Pyridoxine HCl (B6) 25 mg. Tablets
\$5.75 per 100

Reavita Capsules
\$34.80 Doz. 100s

Your cooperation in stocking Reaco Products is appreciated.

REACO PRODUCTS

P. O. Box 1922

DURHAM, NORTH CAROLINA

For sixty-four years

- - - since 1885

SEEMAN

OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its thirtieth volume, and the first printed copy was "Seeman printed."



The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

Gets the Treatment

According to a story which appeared in *The New York Times Magazine*, a Londoner, not feeling very well, went for free medical care under the new Health Plan.

Entering the clinic, he saw an arrow which pointed down a long corridor. He followed it until he came to two doors, one marked "Female," the other "Male." Going through the latter he found himself in another long corridor, at the end of which were two more doors.

These were marked "Under 35" and "Over 35." He chose the right one, which opened into still another lengthy corridor, which again ended with two doors. These were marked "Conservative" and "Labor." As a Conservative, the man chose the former, walked through it, and found himself—in the street.

Effect of Early Closing on Sales

A pharmacist writes:

"In June of 1947 the four drug stores here began closing at 6 P.M. week days and 6:30 P.M. on Saturdays.

"For about two weeks before we started early closing, I kept a record of our sales from 6 to 9 P.M., and the average was about \$200 a week.

"The first month of early closing our sales were off about \$900 from the previous month. Now, in figuring my percentage gain or loss over last year I find that we had a loss the first six months of this year (1948) of 14%, but for the last six months, during which time our closing time was the same, we had a small gain. Sales for the year were down about 7%."

Prescription Balances Repaired

Speedily Accurately
Economically

Our convenient Southern location and competent shop technicians eliminate useless waiting and decrease repair costs.

PHIPPS & BIRD, Inc.
303 S. Sixth Street Richmond, Va.

Earn Awards

The rank of Eagle Scout—ambition of every Boy Scout—was awarded to Alden King and W. R. (Bill) McDonald, Jr., of Hickory, in a ceremony January 28 before one of the largest Courts of Honor ever held in Catawba County.

Young King is the son of Mr. and Mrs. B. F. King. His father is well known throughout Catawba County and the Piedmont section of the State as the owner and operator of King's Pharmacy, of Hickory.

McDonald, the son of Mr. and Mrs. W. R. McDonald, Sr., is now enrolled at the Darlington School for Boys in Rome, Georgia. Mr. McDonald is 2nd vice president of the N. C. P. A. and a most loyal supporter of organized pharmacy.

The Kings and the McDonalds are to be congratulated on this honor that has come to their sons.

Budget

The proposed U. S. budget beginning July averages out \$282.82 for each man, woman and child in the U. S.



*Nutritious-
Vitamin-packed*

GOOD!

Take a package home today!

Reliably Prepared...Popularly Priced!



CITRATE OF MAGNESIA

Customers say "EVERFRESH"

Fair Trade Price.....25¢

You will be surprised at the low cost of this premium citrate through your jobber in case lots of 24 bottles. If your jobber is not an Everfresh distributor, write to the McCambridge and McCambridge Company.



The McCAMBRIDGE & McCAMBRIDGE CO.
Baltimore 23, Md. Sole Manufacturers

For Extra Profits!

Display - Sell:



STANBACK HEADACHE POWDERS and STANBACK HEADACHE TABLETS are fast repeaters—give you extra profits per dollar invested.

The same quick-acting formula in both STANBACK POWDERS and STANBACK TABLETS brings satisfied customers back to your store again and again.

All over America people are saying:

Snap Back with

STANBACK

Has Good Word for FT Book

A past-president of the American Pharmaceutical Association, Charles Hall Evans of Warrenton, Georgia, has this to say about the Fair Trade Book now available from the N. C. P. A.:

"Yesterday I showed your Fair Trade Book to a salesman representing one of our jobbers, and he stated he could sell every customer he called on at \$10 a book."

Yes, sir, Mr. Evans, we agree with your friend that the Book is worth \$10.00, but they are selling for one-half this sum in North Carolina, including the bi-monthly mailing of supplementary FT leaflets.

Top Angler

Earl Tate, Gold Propst and the other fellows around Lenoir Drug Store are hearing a lot these days about Ebb Smith's record bass which he caught in Lake James recently. It weighed almost six pounds and tied for top honors in a fishing contest sponsored by the Mimosa Fishing Club.



"IT'S FAMOUS

because

IT'S GOOD"

Botanical Drugs

A pharmacist writes from Western North Carolina that he is considering establishing a crude drug house for the purchase of botanical drugs, and inquires what we think of the idea. Since this particular pharmacist is located in the center of an area known to be the best source of native botanical drugs in the entire U. S., and he has ample warehouse space for storage of the drugs until they can be disposed of to processors, we believe he would be warranted in giving his idea a play. Such items as wild cherry bark, the haws, witchhazel, wintergreen and the like are in constant demand and should provide a base from which to start.

Sweet Business

Norris Candy Company of Atlanta has available a 20 minute sound film "Sweet Business" showing the right and wrong way to make a sale. Most of the scenes were shot in actual drug stores.

Drug clubs and groups of interested persons may book the film by writing to J. F. Norton, Sales Promotion Manager, Norris Candy Company, P. O. Box 2208, Atlanta 1, Georgia.

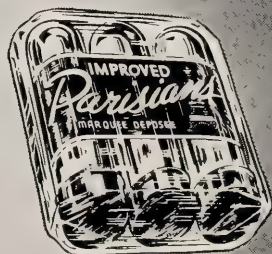
Squibb Aspirin Combination Deal Available

A special combination package of Squibb Aspirin which cartons a bottle of 100 with a tin of 12 to sell at retail for 49 cents, saving the consumer 12 cents or nearly 20 per cent, has been announced by E. R. Squibb & Sons. The consumer offer is effective February 15, 1949 through April 15, 1949. For the retailer, this combination package is included in a special deal offering profits on all sizes of Squibb Aspirin ranging from 40 to 54 per cent. Dealers agreeing to install a counter display in a prominent location and who purchase 6 dozen or more of Squibb Aspirin assorted in dozen or shipper lots each size will receive 1 bonus with each 11/12 dozen invoiced. The combination consumer offer comes in a colorful, "sellful" display carrier carton.

IMPROVED

Parisians

REG. U. S. PATENT OFFICE



10 Karat

Outshines all others ~ ~ ~ for VOLUME For PROFIT

Hygienically lubricated ~ ~ ~ ORIGINAL ~ ~ ~ EXCLUSIVE...

in big demand ~ ~ ~ sold by Druggists ONLY

3's \$1.00

Dozen \$3.00

Dean

RUBBER MFG. CO.

North Kansas City, Mo.

DEAN Headquarters in Your District,
PARAMOUNT SALES CO., P. O. Box 477, Knoxville, Tenn.

Doctors' Quiz

Dr. B. E. Morgan, president of the Buncombe County Medical Society, has suggested that members of the organization ask themselves the following questions:

Are my fees too high? Would I resent it if I were asked to pay them?

Am I prescribing medicines that are unnecessarily expensive, so that I would feel gypped if I were the patient and had to buy them?

Am I employing more laboratory, x-ray, hospital and consultation service than is absolutely necessary? Am I using it sometimes for my own satisfaction rather than a necessity for the good of the patient?

Am I failing to put the health of economic needs of every person who comes to me for treatment ahead of his ability to pay the charges I ask?

Dr. Morgan's questions, coming at this time when Congress is considering "socialized medicine," are most pertinent and deserve consideration, not only by members of the organization which he heads, but by all persons interested in the public health field.

The *News and Observer* (1-23-49), commenting editorially on the subject, said in part: "The fact that such a quiz for doctors is proposed by one of their own leaders shows conclusively that a situation exists which is badly in need of a remedy."

Cleaning Fluid Said to Endanger Health

Carbon Tetrachloride can be an insidious killer if not handled properly, health authorities have warned.

According to a statement released by one health official, "most people don't take the simple precaution of opening windows to dilute vapors when using Carbon Tetrachloride for cleaning grease spots from clothing, furniture or household articles.

"Unless its use is safeguarded the solvent—when dissipated into the air—may damage health and can cause death. Effects on the body are concentrated in the liver and kidneys."

Visits Europe

Hargrove Bellamy of Robert R. Bellamy & Son, Wilmington, recently returned from a two weeks' inspection tour of six European countries in company with Secretary of the Army Kenneth C. Royall. Bellamy served as business consultant to Royall during the trip.

Safe Removed

J. P. F. Smith of the West End Pharmacy, West End (Moore County) is none too happy about one or more early morning visitors who, in departing, removed his safe containing approximately \$6,000 in cash and bonds, a valuable diamond ring, a quantity of narcotic drugs and miscellaneous papers, records, etc.



**NORTH CAROLINIANS
ASK FOR
PINE STATE
ICE CREAM**

Raleigh, North Carolina

Very personally hers because new
softer KOTEX* gives new comfort—
new confidence



Very profitably
yours because
KOTEX outsells
all other
brands combined



*T. M. Reg. U. S. Pat. Off.

The illustration above is the same featured in Kotex
National Magazines Advertising for Fall, 1948.

OWENS & MINOR DRUG CO., Inc.

1000 E. Cary St.

Richmond, Virginia

"Good drug wholesalers since 1882"

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
AT CHAPEL HILL, N. C.

W. J. SMITH, MANAGING EDITOR

Entered as second-class matter July 5, 1922, at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879

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Single Numbers, 15 Cents

Vol. XXX

FEBRUARY, 1949

No. 2

Dr. Dargavel Assails Gouging Manufacturers

There is a situation now developing that can become serious to every druggist in the country. It is important to focus attention on it because it must be stopped before it is too late, according to Dr. John W. Dargavel, executive secretary of the National Association of Retail Druggists, in his editorial message in the January 17 issue of the N.A.R.D. Journal. "For a long time \$2, \$4 and \$8 a dozen have been the standard prices in the drug industry. They are list prices, \$2 items selling for 25c; \$4 items for 50c; and \$8 items for \$1," he adds.

Dr. Dargavel then goes on to say:

"Now what do you find that some of the manufacturers have done? They have raised their prices from \$2 a dozen for 25c items to \$2.16, \$2.20 or \$2.25, and from \$4 a dozen for 50c items to \$4.25, \$4.35, or \$4.40, etc., and they continue to maintain the items at 25c, 50c and \$1 sellers. Certain of the manufacturers have even set the minimums at less than 25c, 50c and \$1.

"The minimum resale prices on many items have been or are too low, in that they allow a margin of only 16-2/3% on 25c items selling for 19c. This minimum is used simply to stop predatory price-cutting. It never was intended that the minimum price should ever be more than a minimum price. Yet these manufacturers are attempting to set their list price on their minimum Fair Trade price. Such a policy is absurd, and any manufacturer who puts prices of that

kind into effect has no consideration whatsoever for the retailer.

"I don't like to use bad language in my editorials, but there is only one name for prices of that kind—the word starts with 'b' and ends with 'd' (you know what illegitimate children are called)—and that is the kind of pricing that some of the manufacturers in the drug field are trying to put across. They want more money for their merchandise, and perhaps they are entitled to it. But when any manufacturer charges more than \$2, \$4 and \$8 for his products and does not raise the retail price above 25c, 50c and \$1, then he is being absolutely unfair.

"I will again refer to the manufacturer of men's toiletries. The company not only raised the price of \$4 to \$4.35 a dozen, but in its advertising tried to make you, the druggists, believe that you are making a 33-1/3% profit. It pointed out that if you buy a \$24 deal you will get an extra 5%. Even though you do purchase the \$24 deal and get the extra 5% and retail the items at 49c, you make less than 33-1/3%. Why should any retailer have to buy \$24 worth of merchandise to earn even a legitimate profit? Think of the money you druggists would have to invest were this done by every manufacturer.

"Another company that has long produced a popular item—it has been a 25c

seller—has raised the price over the years from \$1.60 to \$2.16 a dozen, and yet maintains that because it has increased its minimum to 25c—it was 23c—the procedure has been entirely above board. Before the increase the price of the product was \$2 a dozen, with a minimum of 23c. The company raised it 16c a dozen, and upped the minimum to 25c—and calls that fair. It has forgotten that \$2 items were supposed to sell for 25c and that if it is getting 16 cents more a dozen, that is perfectly all right provided the minimum were raised to 27c or 28c. This is what should have been done, but no, the squeeze is put on the retailer—and he is losing 16c a dozen.

"I repeat that the minimum price was never intended to be the determinant of the manufacturer's list price. If a company wants to use a minimum for a list price, then it should figure discounts at no less than 33-1/3% on the minimum stipulated in the list price.

"The cited cases demonstrate just another trick some manufacturers are using to squeeze the druggist, increasing their own profits and reducing the retailer's. They know the cost of business has gone up, and they must have more money for their products—yet they take it out of the poor retailer."

Fitchett's Sold

Sale of the Fitchett Drug Company, one of Dunn's oldest retail concerns, to Paul E. Tart and John W. Thornton, Jr. has been announced. The new owners have already assumed active management of the business.

The new owners, both pharmacists, are graduates of the School of Pharmacy, U. N. C. Prior to their new association, Mr. Tart was employed by Bisette's Drug Store of Greenville and Mr. Thornton with the Hedgepeth Pharmacy of Lumberton.

For the past several years Fitchett's has been operated by Carl E. Fitchett, Jr. His father, who established the business, has been in poor health in recent years and usually spends the winters in Florida.

The new owners have announced that the personnel of the store will remain virtually the same.

Mayrand Discusses Drug Development

The regular meeting of the Greensboro Drug Circle was held on January 14th. C. T. Woodward presided. L. P. Mayrand, secretary-treasurer of the Club, spoke on "A Concise Story of Modern Drug Development." The co-operative work among the different sciences participating in the development of a new drug was described. Messrs. M. G. Morris, Steve Frontis and Frank S. Goodrum were appointed on the program committee for the Valentine party to be held in conjunction with the Auxiliary on February 11th. Messrs. V. F. Smith, Sam McFalls and W. B. Evans were named to serve on the election committee.

Brecht Attends NF Meet

Following a trip to Washington where he attended a meeting of the National Formulary Committee, of which he is a member, Dr. Edward A. Brecht of Chapel Hill announced that in all probability both the new USP and NF would be released early in 1950.

The meeting which Dr. Brecht attended lasted for three days—from January 7 through the 9th.

Druggists in Congress

North Carolina's own Carl T. Durham of Chapel Hill is shown on the cover page of the January 17th issue of the *N.A.R.D. Journal* along with Senator Humphrey of Minnesota and Governors Beardsley of Iowa and Rennebohm of Wisconsin.

Representative Durham was returned to Congress by the voters of the 6th North Carolina Congressional District by an overwhelming majority. His seniority in Congress assures him of several important committee posts and to which he brings a wealth of practical knowledge and common sense gained through years of service to the public behind the prescription counter of Eubanks Drug Store. In this atomic age, when events move rapidly, we need the guiding spirit of such practical-minded folks as typified by Carl T. Durham.

How's Business?

Two out of three member stores of the N. C. Pharmaceutical Association reported sales decreases in total gross business done during December, 1948, as compared with the same month in 1947.

Of the 75 member stores reporting, 49 stores reported an average decrease in December sales of 9.2%; 26 stores reported an average increase of 5.1%.

All sections of the State were represented in the survey, Secretary Smith reported. "Since reports were received from towns varying in population from 1,000 to 100,000, and from stores with annual gross volume running all the way from \$40,000 to approximately half a million dollars, we believe the survey represents a fair cross section of the State," Mr. Smith said.

Seventy-seven stores compared their total gross sales in 1948 with the previous year. Here the picture is not clearly defined as 42 of the stores showed an average net decrease in sales of 7.3% in 1948, while 35 stores reported an average net increase of 6.6% in sales as compared with 1947.

Perhaps the answer here is that those stores showing an increase in sales in 1948 recognized we had passed from a "seller's market" to a "buyer's market" and acted accordingly. We have some evidence that increased emphasis on the prescription department aided some of the stores to exceed their 1947 gross sales, but since this phase of the drug store's operation was not a part of the survey, no specific figures can be cited at this time.

In an effort to determine if geographical location played any part in this state-wide business survey, the report cards were broken down into three parts: eastern, central and western North Carolina.

The most significant point turned up here is that business in Eastern North Carolina has suffered more, in comparison with the rest of the State, than any other section. Here are the figures which you can judge for yourself:

Total Gross Business—1948 Compared with 1947

In Western North Carolina, 9 stores reported average increase in sales of 5.4%; 9 stores reported average decrease in sales of 4.6%.

In Central North Carolina, 15 stores reported average increase in sales of 6.1%; 14 stores reported average decrease in sales of 6%.

In Eastern North Carolina, 7 stores reported average increase in sales of 6%; 15 stores reported average decrease in sales of 9.5%.

With the recognition that "pollsters" are not very popular these days, we pass along this bit of advice for whatever it is worth:

"Don't get panicky, but don't go hog wild in planning 1949 operations. Watch your step, and dig in and pep up your displays and your selling methods. Above all, clean up your store and alert your selling force."

GOOD — BETTER — BEST!

The BEST is for you—at a real saving in cost.

Available to Druggists only—with service, security, and safety in "The Druggists' own Company."

Providing druggist agents, adjusters and expert know-how—all for you.

THE AMERICAN DRUGGISTS' FIRE INSURANCE CO. CINCINNATI 12, OHIO

Some of our Agents are:

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P. O. Box 688
Chapel Hill, N. C.

Our South Carolina State Agent is:

Ralph M. Crosson
1812 Marion Street
Columbia 3, S. C.

The Legislative Picture

A joint group, consisting of the Association's legislative and executive committees, met in Raleigh on the afternoon of January 19th to hear a legislative report by Attorney Bowman and to consider what action to take in view of the failure of the Advisory Budget Commission to recommend funds for a new pharmacy bill in its report to the General Assembly.

The joint meeting was conducted by Alfred N. Martin of Roanoke Rapids, Chairman of the Legislative Committee. Other members of the Committee present were Paul B. Bissette, W. B. Gurley, M. L. Jacobs, W. R. McDonald, Jr., and B. R. Ward.

Members of the Executive Committee, who remained over in Raleigh from a business session held earlier in the day in order to participate in the legislative discussions, were President Ham and Messrs. Gilliam, Jackson and Smith.

Secretary-Treasurer H. C. McAllister represented the Board of Pharmacy at the meeting. Octavus Griffin of Roanoke Rapids was present as a guest.

Since the General Assembly had just gotten organized and few bills of interest to the profession had been introduced at the time of the joint meeting, Attorney Bowman stated he would watch developments and notify the Committee of any proposed legislation of interest to us.

Following a detailed report by Secretary Smith and Dean Jacobs of the part the Association and the School of Pharmacy had played towards securing new and enlarged quarters to house the rapidly growing Pharmacy School at Chapel Hill, the joint group expressed keen disappointment over the failure of the Advisory Budget Commission to recommend appropriation of the necessary funds in its message to the General Assembly.

Secretary Smith reported on his conferences with Chancellor House of the University and President Graham of the Greater University and of their reluctance to authorize amendment of the Commission's Report so as to include an additional \$966,000 for the pharmacy building.

It was generally agreed that, although a high percentage of the present members of the General Assembly has expressed an interest in our need of a new building and were prepared to vote for the necessary appropriation, the amendment had little chance of getting past the Joint Appropriations Committee without the active support of the University Administration. Accordingly, Mr. Martin was directed to write President Graham as follows:

Dear President Graham:

The Legislative Committee of the N. C. Pharmaceutical Association met in Raleigh a few days ago and Mr. W. J. Smith, of our organization, told us of his conversation with you concerning our need of a new building to house the overcrowded and rapidly growing School of Pharmacy at the University, and of your request for our co-operation in connection with the funds recommended by the Advisory Budget Commission for the Medical and Dental Schools.

We wish to assure you that we shall be glad to cooperate in these projects. Two years ago when requested to assist in the Medical program, our entire membership was asked to support the project. We shall be glad to do so again. We are anxious to cooperate with the University, and we have no desire to act in such a manner as to endanger any of the projected programs of the University.

Our Committee was keenly disappointed, however, that a new building for Pharmacy was not included in the funds requested by the Advisory Budget Commission. Our Committee, through its county legislative chairmen, has been busy during the past two months lining up support for appropriations for such a building. Since we have commitments from a large majority of the present members of the General Assembly, we are reluctant to abandon our efforts at this time without reasonable assurance of the University's support in 1951.

Our further work during this Assembly along the lines of your suggestions to Secretary Smith will be determined by your assurance of an all out effort to obtain funds for a building for the School of Pharmacy two years hence.

The Committee awaits your reply.

Very truly yours,
Alfred N. Martin, Chairman
Legislative Committee
N. C. Pharmaceutical Association

Secretary McAllister exhibited an amendment to the State Food, Drug & Cosmetic Act, prepared by the State Chemist, which

was drafted to clarify the section dealing with "prescription legend drugs." Heretofore the State Act has been weak in that it lists "barbituric acid" and not derivatives of barbituric acid.

A "Uniform State Barbiturate Act," under sponsorship of the N. C. P. A., is expected to be introduced in the General Assembly before this issue of the JOURNAL reaches its readers. The Act will serve to clarify much of the misunderstanding which has developed in regard to the dispensing of barbiturates.

The Legislative Committee, during its December meeting, withheld final approval of the Act until the section on "Exemptions" could be cleared with Federal authorities. Since that time and through the cooperation of N. A. R. D.'s Washington Representative, Mr. George Frates, we have received the following letter over the signature of Mr. C. W. Crawford, Deputy Commissioner of Food and Drugs, Food & Drug Administration, Washington, D. C.:

"We have reviewed the Uniform State Barbiturate Act submitted with your letter of December 28. We see no conflict between this and existing regulations under the Federal Food, Drug and Cosmetic Act."

The joint group discussed the proposal to consolidate all licensing and examining boards under one head, but since no bill to effectuate this had been introduced, further action on the matter was deferred until later.

Before adjourning the joint group expressed its thanks to the W. H. King' Drug Company for the use of the firm's salesroom, where both the Executive and Legislative sessions were held.

Waynick Visits School

Roger A. McDuffie, of Greensboro, President of the N. C. Pharmaceutical Research Foundation and member of the State Board of Pharmacy, and Capus Waynick, State Democratic Chairman, were recent visitors in Chapel Hill.

Purpose of Mr. Waynick's visit was to look the pharmacy school over to better ascertain its needs in the way of a new building, equipment, etc. Mr. McDuffie and the faculty of the School took Mr. Waynick

on a tour of the building, following a luncheon at the Carolina Inn.

At this particular time, when Mr. Waynick is so busy in Raleigh with work incident to his position as State Democratic Chairman, we are especially grateful to him for his interest in our needs.

Speaker's Bureau at Work

Several talks were presented during January as a part of the Association's public relations series.

G. Haywood Jones, a member of the N. C. P. A. Speaker's Bureau, addressed the Zebulon Rotary Club, January 21st, on "Drugs of the Bible." A special window display, containing samples of drugs mentioned in the Bible, was installed in the Zebulon Drug Company by Mr. Jones prior to his talk.

Secretary Smith addressed two groups during the month. He talked to the Yanceyville Rotary Club on January 12 on the subject "Better Health Through Pharmaceutical Research," and to a group of students at Eastern Carolina Teacher's College, Greenville, on January 17. Introduced by Charlie Bissette of Greenville, Smith discussed "The Drug Store's Part in Community Health" at E. C. T. C.

Wade A. Gilliam, another member of the Bureau, is slated to talk to the students of Gardner-Webb College early in the Spring.

Repeat Business

We presume a few more break-ins at the Fussell Drug Co., Rose Hill, will convince the owner, Pharmacist T. E. Fussell, of the futility of locking the doors of his firm at night. The store has been robbed three times during the past twelve months.

Florida Visitors

Mr. and Mrs. J. Floyd Goodrich, of Durham, spent the last two weeks of January in Florida, at the Hotel Fort Harrison, Clearwater. Floyd, the well known sales manager for the B. C. Remedy Company, is getting things lined up for the coming convention of the N. C. P. A., The T. M. A., and The Woman's Auxiliary all slated for Durham, May 3-4-5.



PROPER DISPLAY WILL SELL FLAT GOODS

With the No. 4143 Offer you receive without charge an attractive floor display unit to help attract attention and boost your sales. The display is 26" long, 18" wide and 65" high. It is printed in two colors with effective selling messages on each side.

The No. 4143 Offer consists of

- 25 Fountain Syringes
- 12 Combination Syringes
- 11 Water Bottles

A total of 48 units.

Druggist's Cost.....\$58.99

Our salesman will be glad to give you full particulars.



JUSTICE DRUG COMPANY

Greensboro, N. C.

DEPENDABLE SERVICE SINCE 1898

The Public's Health—Your First Concern

ORAL CANCER

A sore in the mouth may be of no significance—or it may be cancer. If it is cancer, immediate diagnosis is essential. Although most early cases of cancer of the mouth can be cured, about 7,500 people in this country die of cancer of the mouth each year, largely because treatment comes too late.

Many people who have a sore in their mouth go to the pharmacist before they go to a physician. They usually complain of a raw spot, a wart, a canker sore, or a rough spot. *Pharmacists can save many lives each year by advising anyone who has any of these mouth conditions that do not heal or show some improvement within a week to seek medical advice without delay.*

Often the condition is not cancer but a precursor that may lead to cancer if untreated. Leukoplakia or "Smoker's Patch," as it is sometimes known, is frequently a prelude to cancer. It appears as a white, patchy thickening of the lining of the mouth or the surface of the tongue. It may be so thin as to be filmy in appearance—like dried milk—or in advanced cases, may have a thicker, lumpy appearance. The thicker leukoplakias may be cancerous underneath.

The dividing line between precancerous lesions and early cancer is not always distinct. But because treatment of a precancerous lesion may prevent cancer, persons with any of the following mouth conditions should be urged to see their doctor: localized thickenings causing little pain, non-healing hardening cracks or chronic fissures, projecting bits of tissue constantly being irritated, and abrasions caused by jagged teeth.

The earliest manifestation of oral cancer may be a small, hard nodule or ulcer. If treatment begins at this stage, before extensive spreading takes place, the possibilities for cure are good. When a lump that appears in the neck, following mouth cancer, grows slowly larger and is not tender or painful, it may indicate that mouth cancer is beginning to spread. This con-

stitutes a medical emergency that demands immediate medical attention.

The only way to be sure whether a mouth lesion is cancer is biopsy—removal of a small bit of the suspected tissue by a physician for microscopic examination.

Of all sores that can occur in the mouth, the most dangerous is cancer. A sore in the mouth may not represent cancer since syphilis, tuberculosis, and many other conditions may also produce oral lesions. But if it is cancer, a few weeks' delay in seeking medical treatment may become a decisive factor. For this reason, non-healing lesions should be regarded with suspicion until the possibility of cancer is ruled out by competent diagnosis. If it is cancer, no one can afford to act on the assumption that it may be something else.

The pharmacist who is alert to the possibilities of cancer in the buccal cavity, and familiar with its symptoms, can be the motivating force which sends a patient to a physician for the early diagnosis which may save a life.

Goods News

Facts

Who—For all food service operators.

When—Available now.

What—Sensational new ready-to-serve dessert—the Sealtest Ice Cream Eclair! It melts in your mouth! Smooth Sealtest ice cream on fudge-covered cake! All covered with dark, rich chocolate and topped with snowy peaks of whipped cream.

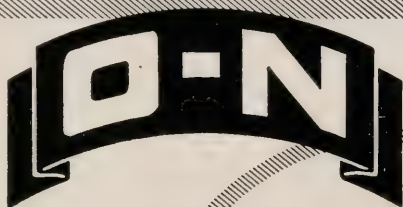
Why—Many advantages: It's different . . . dramatic! Fast turnover . . . can't go stale. No preparation cost! No "left-overs." Packaged 4 to a box for take-out sales, too. Easy portion cost control all ways. Economical and profitable . . . a delight for everyone. Consistently good . . . Sealtest quality control assures it.

How—Call for more information today.

Where—Your nearest Sealtest representative or write to the Sealtest Professional Food Service, 230 Park Avenue, New York 17, N. Y.

BIGGEST ADV. CAMPAIGN IN HISTORY

for ITCH-BURN of ATHLETE'S FOOT



RINGWORM INSECT
BITES, POISON OAK

*Sells!
Repeats*

\$ 2.80
DOZEN
2 BONUS

AT YOUR WHOLESALERS
—
ADVERTISED

OWEN DRUG COMPANY

SALISBURY, NORTH CAROLINA



HERE'S
A
SURE-
FIRE
Repeater


FOOT
POWDER

Wonder
Formula
really
does
the
work!

—
\$2.80 doz
2 Bonus

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TWIN SALES TWIN PROFITS



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*Liquid and
tablets for
cold
discomforts*

ORDER FROM YOUR
WHOLESALER



\$ 2.80 Doz.
2 BONUS

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2 BONUS

OWEN DRUG COMPANY
SALISBURY · NORTH CAROLINA



Rease Inge, Atlanta Sales Division Manager of E. R. Squibb & Sons, whose territory covers southeastern states, is welcomed into the Squibb "Necktie Club" by W. L. Arscott, Field Sales Manager. Mr. Inge's division was awarded this recognition at the Squibb year-end sales meeting in New York for winning the Company's annual national fall sales contest. Looking on are J. J. Toohy, Vice-President and General Sales Manager, and J. R. Watkins, District Sales Manager in Mr. Inge's division. From left to right: Mr. Toohy, Mr. Inge, Mr. Arscott, and Mr. Watkins.

*only
a pharmacist
may compound prescriptions*

Just as professional pharmacy is your most valuable asset, competent prescription department service is the major function of our business. We feature Lilly pharmaceuticals, biologicals, and special therapeutic agents. Moreover, our stock of all other prescription department merchandise and our equipment are adequate to every demand. You are invited to take advantage of this comprehensive service.

The Peabody Drug Company

DURHAM, NORTH CAROLINA

To Our —
GOOD FRIENDS
IN NORTH CAROLINA

Your orders for
Labels, Drug Boxes and
Physicians Prescription Blanks
are greatly appreciated.

McCourt Label Cabinet Co.
58 BENNETT STREET
BRADFORD, PENNA.

Ralph M. Crosson, Representative
P. O. Box 475, Columbia, S. C.

POWERS-TAYLOR
DRUG COMPANY

Richmond, Va.

Wholesale Druggists

Importers & Jobbers

Druggists' Sundries & Fancy Goods

We solicit your orders

Our experience of over 70 years
insures our ability to serve you
satisfactorily

Drye Promoted

Thomas Brown, sales manager of Hoffmann-La Roche Inc., has just announced the appointment of H. Leon Drye as division sales manager of the Atlanta division. Mr. Drye was born in Stanly County, N. C. He served in the Army Air Force during World War II and joined Roche in March, 1945, after leaving the Army. For the past three years Mr. Drye has represented Roche with headquarters in Charlotte, N. C.

When Is an Ounce Not an Ounce?

Here is a fair example of how little we know about actual weights and measures, and how important it can be sometimes.

Narcotic drugs are purchased in small quantities by the average drug store owner and unless he is fully cognizant of the system of weights in use in commerce, he may create for himself difficult problems when annually reporting his narcotic inventory to the Treasury Department.

Since all purchases are on a commercial scale, the systems of weights used is the avoirdupois. In this system, the pound is 16 oz. and the ounce contains 437½ grains. The pound is therefore 7000 grains.

In the Troy or Apothecaries system, the pound is 12 ounces and the ounce is 480 grains. The pound therefore contains 5460 grains.

Now your weights at the prescription counter are in the Troy or Apothecaries system, that is, the drachm containing 60 grains, the ounce 480 grains, but when you purchase one ounce of a chemical, you get 437½ grains and not 480 grains.

Likewise, the ounce that you purchased does not contain 8 drachms. It contains only 7.291 drachms. That is, you cannot dispense one ounce from the one ounce you purchased unless you use grain weights exclusively and take into consideration the fact that you buy in one system and dispense in another system.

Therefore, if you purchase $\frac{1}{8}$ ounce of Codeine Phosphate, and use 24 grains, you will have left 30.68 grains and not 36 grains.—*The Louisiana Pharmacist.*

Very personally yours

Never before such comfort!

Because now, with the new Kotex*, you've found unfailing softness. For

Kotex is made to stay soft while you wear it . . . to give greater comfort—with safety. With the extra protection of that exclusive safety center. So
very personally yours.



Next time, why not also ask for a new Kotex Sanitary Belt?

*more women choose Kotex than
all other sanitary napkins*

Scott Drug Company

DISTRIBUTORS

CHARLOTTE, NORTH CAROLINA

Asheville Drug Club & District 1 Hold Joint Meet

Members of N. C. P. A. District 1, from 14 Western North Carolina Counties, assembled in Asheville on January 14th for an afternoon business session. Basic purpose of the meeting, which was held in the George Vanderbilt Hotel, was to map plans for the future.

J. Louis Cobb, District 1 President, called the meeting to order and presented the speakers.

Appearing on the program were N. C. P. A. President T. J. Ham, Jr., of Yanceyville, who discussed "Trends in Independent Pharmacy Operations Today"; and E. H. Hemmle, District Manager of Colgate-Palmolive-Peet Company, who spoke on "Your No. 1 Cash Register Bandit."

An open forum and a sound movie "Sweet Business" closed the meeting.

District 1 officer-nominees for the coming year were selected. They are: President, Lexie Barefoot and Beaman Pinner; Vice-President, W. Moss Salley and J. R. Elson, Sr.; Secretary-Treasurer, Rudy Hardy and Albert Chandley. The officers are to be selected by mail ballot.

Retiring officers of District 1, in addition to Mr. Cobb, are Lexie Barefoot, vice-president, and W. Moss Salley, secretary-treasurer.

Earl Tate of Lenoir and Bill McDonald of Hickory, both members of the Asheville Drug Club, attended the District meet and each spoke briefly.

Most of the out of town visitors remained over for the regular monthly meeting of the Asheville Drug Club, which was held shortly after the conclusion of the afternoon business session.

Following a first rate dinner, for which the Asheville Club is noted, program chairman L. G. Crouch presented Albert Chandley who, in turn, introduced Allen Newcomb. In discussing his subject "Psychology of Laughter," Newcomb kept his appreciative audience in roars of laughter for nearly an hour.

N. C. P. A. Secretary Smith discussed the Association's recently completed sales volume survey, some legislative proposals

being considered in Raleigh, and made brief mention of some tentative N. C. P. A. plans for the coming year.

ADC President W. A. Ward of Swannanoa was in charge of the meeting. He announced an early issue of *American Druggist* was slated to carry an article about the Club written by Jim Harrison, who has attracted national attention to his well-written and edited Club bulletin, *The Friday Night Elixir*.

Before the meeting ended many of the visitors present highly congratulated President Ward and the members of the Asheville Drug Club for having established and carried along for better than three years one of the best local drug clubs in the entire southeast.

Causes of Drug Store Fires

By eliminating these hazards you can reduce the threat of fire from 80 to 90 per cent:

Matches and smoking	22%
Electrical	15%
Ignition of rubbish	14%
Defective or overheated heating equipment	11%
Spontaneous ignition	10%
Miscellaneous known causes	18%
Exposure to other fires.....	6%
Incendiary	4%

Fifty per cent of mercantile fires originate in the stockroom or basement, 20% in the salesroom.

Quality That Brings Customers Back!

EVANS Fountain Fruits and Flavors

**Order through your local
drug house or candy jobber!**

Made by E. B. Evans Co., Phila., Pa.

FISCHMAN SODA FOUNTAINS

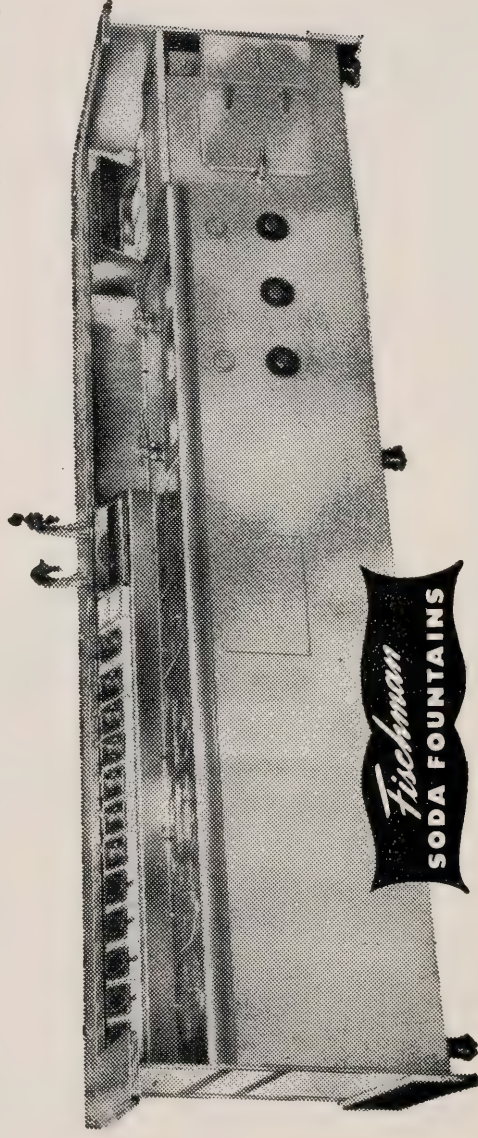
Buy Where You Can Get Service!

THE EQUIPMENT YOU BUY IS NO BETTER THAN THE SERVICE BEHIND IT.

PACK AWAY YOUR

TROUBLES—BUY A **FISCHMAN**

STACK UP THE DOLLARS
—USE A **FISCHMAN**



ILLUSTRATED ABOVE IS THE FISCHMAN SODA-PAK LUNCHEONETTE . . . BUILT,
SHIPPED, AND INSTALLED IN ONE UNIT . . .

MODERATELY PRICED

“OVER 59 YEARS OF QUALITY LEADERSHIP”

SOLD, DELIVERED, AND INSTALLED BY THE SOUTH'S LARGEST AND BEST EQUIPPED SODA-FOUNTAIN DEALER

RAMSEY REFRIGERATION AND MANUFACTURING CORP.

816 W. TRADE

CHARLOTTE, N. C.

Phone 4-2482

Help Fight Heart Disease

The pharmacists of North Carolina again had an opportunity to participate in the program to combat heart diseases when the American Heart Association opened its 1949 National Campaign in the State on February 7.

On display in many of our pharmacies were the plastic hearts supplied by the American Heart Association. And thousands of the leaflet "Open Your Heart" were expected to be distributed in the State by the end of the campaign, which is set for February 28.

Members of our profession are well aware of the extent and seriousness of heart disease and of the importance of the heart program. Participation in a well-integrated program to bring the facts of heart disease to the public and encourage support of the heart crusade will be in line with the historic position of pharmacists in cooperating with worthy movements to advance the public health.

The facts of heart disease speak for themselves. One out of twenty of our population has some form of heart disease—one out of three deaths is from this cause. The annual toll of deaths from heart disease—nearly 600,000 deaths a year—exceeds the number of deaths from the next five leading causes combined. These five are cancer, accidents, kidney disease, pneumonia and tuberculosis. Deaths from the cardiovascular diseases are three times as high as cancer, six times as high as accidents, nine times as high as pneumonia, eleven times as high as tuberculosis. Over the age of 35, diseases of the heart and blood vessels are the leading causes of death.

Progress in research and treatment of the heart diseases in the past twenty-five years has been greater than during all the centuries before. The use of penicillin has led to prevention and treatment of subacute bacterial endocarditis, formerly fatal in most cases. Reduction of recurrent attacks of acute rheumatic fever has been achieved by use of sulfa drugs. Surgical treatment has been developed in the case of congenital heart defects (as with "blue babies") and in the relief of symptoms of some cases of

high blood pressure. Syphilitic cardiovascular disease is now responding to proper treatment, while prompt medical or surgical treatment of the underlying thyroid disease is effecting cures of thyroid heart disease. Medical (by use of the drugs, dicumarol and heparin) and surgical treatment of the blood vessels in the arms and legs has been an important advance.

Despite this scientific progress, the need for research in the heart diseases is still pressing. Three major diseases—rheumatic fever (forerunner of rheumatic heart disease), high blood pressure and hardening of the arteries—cause 90% of all cardiovascular disease, but science has yet to discover the causes of any of the three. Rheumatic fever, too, causes 90% of all heart disease in children and is the leading fatal disease between the ages of 5 and 19. Research into the causes of these conditions is vitally necessary—experience has shown that where causes are known, prevention and cure can follow.

The educational phase of the heart program is to keep the medical profession informed of advances in the heart field and to bring the known facts of heart disease to all the public. The American Heart Association publishes the *American Heart Journal*, the only scientific journal in the United States exclusively devoted to cardiovascular disease. The Association also publishes a considerable amount of other educational material, lay and professional. Other educational phases of the program include post-graduate training of physicians, nurses and allied groups in diagnosis, prevention and treatment of the heart diseases.

The community service program of the American Heart Association and its local affiliates is aimed at making certain that facilities exist for diagnosis and treatment of heart disease and that the quality of these services is maintained at the highest level. Community cardiac programs are also concerned with the rehabilitation and vocational guidance of heart patients, helping them to adopt a way of working and living for more happy, useful years.

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We are serving many of North Carolina's finest drug stores including:

Apothecary Shop	Elizabeth City, N. C.
Basart's Drug	Greenville, N. C.
Baxter's	New Bern, N. C.
Bell's Drug Store	Greenville, N. C.
Bunch Drug Co.	Goldsboro, N. C.
Butler and Carroll	Dunn, N. C.
Clark's Pharmacy	Williamston, N. C.
Coleman Drug	Jacksonville, N. C.
Davis Pharmacy	Williamston, N. C.
Edward's Pharmacy	Ayden, N. C.
Edward's Drug	Wake Forest, N. C.
W. B. Fearing	Manteo, N. C.
Goldsboro Drug Co.	Goldsboro, N. C.
Hall's Drug Co.	Scotland Neck, N. C.
Johnson's Drug	Smithfield, N. C.
Matthews Drug Store	Rocky Mount, N. C.
Matthews Drug Co.	Roanoke Rapids, N. C.
Mitchener's Pharmacy	Edenton, N. C.
Morehead City Drug	Morehead City, N. C.
Parker's Drug Store	Henderson, N. C.
Parker-Taylor Drug Co.	Woodland, N. C.
Phillips Drug	Morganton, N. C.
Rick's Drug	Rocky Mount, N. C.
Rock Drug	Valdese, N. C.
Rosemary Drug	Roanoke Rapids, N. C.
Louis Selig	Elizabeth City, N. C.
Selma Drug	Selma, N. C.
Standard Drug No. 2	Kinston, N. C.
Ward's Drug Store	Nashville, N. C.
Warren's Drug Store	Greenville, N. C.
Weldon Drug	Weldon, N. C.
Whitehead's	Scotland Neck, N. C.
Whitley Drug	Fremont, N. C.
Windsor Pharmacy	Windsor, N. C.
Woolard's	Henderson, N. C.
E. V. Zoeller and Co.	Tarboro, N. C.



Let us serve you, too. Samples and full information on request.

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P. O. Box 658
Richmond, Virginia

TAR HEEL DIGEST

Raleigh—W. F. Farmer of Wendell has accepted a position with Hall's Drug Store, Scotland Neck. His former position as manager of the Hillsboro Pharmacy, located near State College, Raleigh, has been taken over by J. S. Ferguson.

Asheville—Rollins Drug Store of this city has been sold and the name changed to Montford Pharmacy. Mr. Joseph H. Pearce, who returned to this State from Florida in 1948, is the new pharmacist-manager. For a period in the late Thirties, Mr. Pearce was associated with the Dr. T. C. Smith Company of Asheville and Smith Higgins of Knoxville, Tenn.

Durham—Succeeding E. G. Green as manager of Eckerd Drugs, Inc., here is Chas. A. Beaman of South Carolina. Green will manage the new Eckerd store soon to be opened in Winston-Salem.

Fuquay Springs—Mr. and Mrs. A. G. Elliott, Sr., of Elliott's Pharmacy, left January 21st for a Southern vacation trip. When the Elliott's left, they had no particular trip in mind . . . they intend to travel as they like and visit whatever interesting spots that show up in front of their windshield.

Sanford—We understand Herbert Temple, who until recently was employed by Campbell's Pharmacy of Hamlet, is representing Abbott in part of this State as well as a portion of South Carolina.

Concord—According to a news report from Cabarrus County, Charlie Williamson is seriously ill. Charlie, as many of our readers will recall, operated a drug store in Laurinburg for many years.

Lexington—Hoyt C. Hedrick, formerly of Purell's of Lexington, is now greeting his friends at the Fulton Street Pharmacy of Salisbury, where he has been employed since the latter part of 1948. He is maintaining

his residence in Lexington at the Parkview Apartments.

Raleigh—K. E. Handy expects to open the Handy Drug Store, successor to the State Drug Store, by the time this issue of THE JOURNAL is released throughout the State. He will have associated with him Pharmacist C. G. Hicks.

Waynesville—An oil painting by J. Louis Cobb of a local disc jockey (WHCC announcer Harry Robinson) has brought high acclaim to this well known pharmacist-artist. Tabbed "Little Boy Blue—The Boy Who Sends Music To You" by Mr. Cobb, the painting shows Robinson with eight hands doing everything from answering the telephone to spinning records.

Richmond, Va.—Mr. and Mrs. James B. Bowers left the city on February 1st for Florida, where they expect to remain for six weeks. While in Florida, Mr. and Mrs. Bowers will stay at Eustis.

News Briefs

After managing a pharmacy in Wilmington for the past year, R. M. Herring has returned to his home town of Clinton, where he is associated with Mr. M. O. Register in the operation of one of Sampson County's oldest retail drug concerns—Register's Drug Store.

Henry Greene, of Wilmington, is now prescriptionist with the Durham Drug Company of Burgaw.

Shortly after the first of the year Pharmacist H. H. Herndon resigned his position at Harrison's Drug Store, Marion, and left for Charlotte, where he is now making his home.

The D. L. Boones of Durham are glad to have M. S. Burt back with them following a period of about a year during which time Mr. Burt worked for Coleman's Drug Store and the Durham Drug Company.

NOW..You Can Tell
Your Customers to Take Their Choice,
but take "BC"

★ Same famous

formula—same fast relief.

Two tablets equal one powder. Both

act quickly to relieve headaches,

the pains of neuralgia and

minor muscular aches.

Nationally distributed.

Nationally advertised.

TABLETS



POWDER

**10¢ and 25¢
SIZES**



HEARD OVER 350 Radio Stations-247 Newspapers

Durham Selected as Convention City

CLYDE EUBANKS TO RECEIVE AWARD

The 1949 Convention of the N. C. Pharmaceutical Association and its affiliated auxiliaries will be held in Durham, May 3-4-5, at the Washington Duke Hotel. The dates previously selected by Secretary J. Floyd Goodrich of the T.M.A. and N. C. P. A. Secretary Smith, after a conference with the manager of the Washington Duke, were officially confirmed by the Association's Executive Committee, during a business session in Raleigh on January 19th.

In addition to President Ham, who presided during the executive session, the following committee members were present: E. C. Daniel, Zebulon; W. A. Gilliam, Winston-Salem; J. C. Jackson, Lumberton; W. R. McDonald, Jr., Hickory; and Secretary Smith.

A preliminary financial statement covering operation of the Association for 1948 was presented by Mr. Smith, who stated the accounts would be audited at an early date. The statement showed a net increase in assets of approximately \$2,500.00—up from \$7,179 to \$9,529.

Following presentation of the Institute of Pharmacy account, which amounted to \$31,087.18 on December 31, 1948, the Committee discussed various plans for bringing this program to an end. It was generally agreed that an all-out effort should be made this year so as to assure construction of the Institute building getting underway at the

earliest possible moment.

Mr. Clyde L. Eubanks of Chapel Hill was selected to receive the Association's "mortar & pestle" award for his outstanding services as a pharmacist and public spirited citizen. Secretary Smith was authorized to arrange a special dinner for presentation of the award.

Secretary Smith presented tentative plans for an "employee's school" on the general subject of "Effective Drug Store Salesmanship." The Committee voted to sponsor the project and suggested the date of the school be set at least 30 days prior to the Convention.

The Committee deferred final action on the selection of a retirement income plan for Secretary Smith until further data could be assembled.

By vote of the Committee Secretary Smith was authorized to invest \$2,000 of Association funds in insured paid-up building and loan stock with an interest rate of $2\frac{1}{2}\%$.

All employees of the Association, including the secretary-treasurer, the assistant secretary-treasurer, a full time office assistant and a part time office assistant, were retained on the same basis and at the same salaries as effective during 1948.

The Committee voted to pay Attorney F. O. Bowman \$300 a month for his services during the 1948 session of the General Assembly, with guarantee of not less than \$800 for the period.

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This NON-CANCELLABLE POLICY

For Members of the N.C.P.A. & T.M.A.

PAYS \$5,000.00 ACCIDENTAL
DEATH INDEMNITY

Loss of Time: Pays \$200.00 per month for Total Disability due to accident, up to	\$12,000.00
Loss of Time: Pays \$200.00 per month for Total Disability due to sickness, up to	\$ 4,800.00
Hospital or Graduate Nurse at home, \$100.00 per month, additionally, up to	\$ 200.00
Surgeons Fees: If your injuries require a doctor, but cause no loss of time, bills are paid, up to	\$ 50.00
Double Indemnity: Should accident occur while passenger on train, street car or ship, the Death Indemnity would be	\$10,000.00
Double Indemnity: If disability is caused by accident as stated above, pays \$400.00 per month, up to	\$24,000.00

SPECIAL FEATURES

1. Non-cancellable to the individual.
2. Incontestable as to origin of disability.
3. Premiums are waived for permanent disability.
4. Fifteen day grace period.
5. Provides claim arbitration.
6. Freedom from technicalities.

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ABOVE OR FOR SMALLER AMOUNTS**

F. W. SARLES, State Manager

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AGENCY REPRESENTATIVES:

R. J. GOLDEN, MRS. J. E. FERGUSON, LUCAS ABELS

Light Stuff

Thanks to P. A. Hayes and the Justice Drug Company, of Greensboro, for a year's subscription to *The Greensboro Daily News*. Roger McDuffie kept the paper coming our way all of 1948, for which we are grateful, and now we are assured of such news items as may appear in "The News" for the coming year. Thoughtful folks, these Greensboro people.

Norman Moury, who is currently plugging Creo-Terpin for Mr. Wampole in North Carolina, had to write his boss about the let down in sales in The Old North State. Norman says our druggists look out and see birds building nests in January, then look at their stock of Creo-Terpin and figure that two dozen large is quite ample . . . the net result being no sale for Mr. Wampole's well known product.

Well, we don't know about the bird-building business, but we can certify that we passed a young man, while on a recent trip to Asheville, out in his front yard cutting the grass . . . and on January 14th, too.

By the time this reaches our readers we will probably be the victim of one of those heavy snow and sleet storms . . . and Norman will be plastered with orders for Creo-Terpin in gross lots.

What is the highest compliment a pharmacist can receive? This is a debatable issue, but somewhere on the list of one pharmacist ought to go the following: Shortly after the holiday season closed, one of our pharmacists became ill and was ordered to bed by his physician. In the normal course of events, the pharmacist was handed a prescription which he was directed to have filled. Did it go to his pharmacy? No. On specific orders of the ill pharmacist, the prescription was sent to another pharmacist in whom the patient had the utmost con-

fidence. In business, rivals perhaps; in sickness, partners indeed.

No wonder the tired business man gets that way. Eight hours a day he plays ball, shoots the works, greases the skids, knocks 'em dead, pushes his line, pulls in his horns, holds his own, hangs on, digs down, coughs up, follows thru, hits hard, goes overboard and cashes in.

Here's a story the American Social Hygiene Society has not published nor is it likely to do so:

It is the story of a colored bum who leaves the South one year, and he gets into Harlem in New York. Finally, by hook and crook he gets into the numbers business and other rackets and winds up with a lot of tea, Lipton's that is.

So, after acquiring this ill-gotten wealth, he wanted to go back to this small town that he had come from and show off a little bit. After all, now he was a big shot and he was dressed to kill, with suede shoes and purple slacks and a loud yellow coat and a green shirt and an equally loud tie and a double-sized pork-pie hat.

As he stepped off the train, the shoeshine boy, who had been there all these years, remembered him. He said, "Man, you really looks prosperous." He said, "I is prosperous." He said, "What have you been doin'?" "I'se been doin' numericals and alphabeticals." "What's that mean?"

"Well, you've heard of the TWA?" he said. "Yes." "Well, he said, "when they have an accident, they call on me; I straightens it up." Then he said, "You've heard of the OPA?" "Yes, I's heard of it." "Well, is the Government havin' trouble with prices? They called on me."

Then the shoeshine boy thought a while and said, "Do you know anything about VD?" He said, "VD? I's the new southern distributor startin' today."

News of the New

DIHYDROSTREPTOMYCIN

What It Is—Dihydrostreptomycin Sulfate is the dihydro derivative of Streptomycin, an antibiotic substance obtained from the soil actinomycete, *Streptomyces griseus*.

What It's For—Valuable in treatment of certain types of tuberculous infections; and in other cases where there is a hypersensitivity to Streptomycin. Dihydrostreptomycin is less toxic, less likely to produce deafness, dizziness, or various irritations sometimes observed with Streptomycin therapy.

How Supplied—Dihydrostreptomycin Sulfate is supplied in sterile rubber-diaphragm-capped bottles containing the equivalent of 1 Gm. of pure Streptomycin base.

Manufacturer: Parke, Davis & Company, Detroit 32, Michigan.

THALAMYD

Manufacturer: Schering Corporation, Bloomfield, N. J.

Active Constituent: Phthalylsulfacetimide (N1-acetyl-N4-phthalylsulfanilamide).

Action: THALAMYD is bactericidal for enteric organisms as the *Shigella-Salmonella* groups, *Proteus vulgaris*, *Streptococcus fecalis*, *Vibrio comma*, *Escherichia coli*, etc. without detectable blood sulfonamide levels being obtained. Action is local in the intestine and intestinal wall. THALAMYD has extremely low intrinsic toxicity.

Indications: Preoperatively, THALAMYD is employed in major abdominal surgery especially of the gastro-intestinal tract; in cholera early in the course of the disease; in ulcerative colitis to abolish secondary infection of lesions; in enteritis of nonspecific origin.

Dosage: Three Grams of THALAMYD 3 times daily after meals for dysenteric infections caused by *Shigella* and other susceptible enteric pathogens, and preoperatively for abdominal surgery; in ulcerative colitis, 0.2 Gm. THALAMYD per Kg. per day in divided doses for 10 days. After rest interval of 5 days the course may be repeated 5 to 7 times, as necessary.

Packaging: Tablets of 0.5 Gm. (7.7 gr.)

of THALAMYD. Bottles of 100 and 1000 tablets.

PENICILLIN S-R*

What It Is—Penicillin S-R is a combination of rapidly and slowly absorbed penicillins. The contents of each rubber-diaphragm-capped vial, when diluted with 4.2 cc. of aqueous diluent, provides five 1 cc. doses, each containing 300,000 units of crystalline procaine penicillin-G, and 100,000 units of buffered crystalline sodium penicillin-G.

What It's For—Penicillin S-R is indicated in treatment of all infections due to penicillin-sensitive organisms. Specially combined in one aqueous-type product are quickly absorbed sodium penicillin, producing high penicillin blood levels in the initial hours of treatment; plus slowly absorbed procaine penicillin, which maintains well in excess of the needed minimum penicillin blood levels for 24 hours or longer. A single 1 cc. intramuscular injection (400,000 units) is usually sufficient for 24 hour treatment.

How Supplied—Penicillin S-R is supplied in rubber-diaphragm-capped vials, in individual cartons, and packages of 10 vials.

Manufacturer: Parke, Davis & Company, Detroit 32, Michigan.

* Trademark.

MICROPELLETS PROGYNON

(aqueous suspension of estradiol)

Manufacturer: Schering Corporation, Bloomfield, N. J.

Active Constituent: Estradiol, U. S. P. XIII, the pure microcrystalline follicular hormone, in aqueous suspension.

Action: Estradiol provides follicular hormone to meet depressed, insufficient or absent ovarian estrogenic activity. It develops the female generative tract and has a marked constitutional effect—producing an increase in muscular strength, bodily vigor and mental acumen. Action results from rapid absorption of MICROPELLETS PROGYNON from the saline solution and establishment of a depot of estradiol in the tissues. Absorption begins promptly and continues for a long period.

Indications: Menopause, secondary ame-

norrhea due to depressed ovarian function with inadequate production of estrogenic hormone, hypogonadism, complete absence of follicular hormone resulting from x-ray or surgical castration.

Dosage: One cc. (0.25 mg.) containing 3,000 R. U. or 30,000 I. U. once or twice weekly, which may later be reduced to once every 8-10 days for maintenance therapy.

How Supplied: Multiple dose vials of 10 cc., containing 0.25 mg. (3,000 R. U. or 30,000 I. U.) per cc. Boxes of 1 and 6 vials.

SCHERING FIRST TO INTRODUCE GRAMICIDIN

Gramicidin, the principal active fraction of the antibiotic agent, tyrothricin, has been made available commercially to the medical profession for the first time.

Mr. Francis C. Brown, president of Schering Corporation, pharmaceutical manufacturers of Bloomfield, N. J., has announced the release of several dosage forms of pure potent gramicidin. The latter chemotherapeutic substance has been isolated and dissociated as a completely stable drug, free from the tissue-irritating substance frequently present in tyrothricin. Although tyrothricin has been proved to be a specific antibiotic substance for the treatment of local infections due to the gram-positive microorganisms, its therapeutic properties have long been known to be chiefly due to its gramicidin content.

In announcing the availability of purified active gramicidin, three gramicidin products were introduced by Schering. Under the name "Gramozets" troches containing gramicidin and benzocaine are supplied for the palliation and treatment of susceptible mouth and throat infections; "Graminasin," an antibiotic nasal decongestant, contains in aqueous solution gramicidin and desoxyephedrine hydrochloride; "Gramoderm" is gramicidin in Procutan, Schering's new, hypo-allergenic, penetrating base. Gramoderm is extremely effective in the therapy of impetigo and other skin infections due to gram-positive organisms.

In introducing the gramicidin line of

products, Schering, the world's largest manufacturer of sex hormones, continues an extensive program of expansion into all fields of pharmaceutical products. The company now markets sulfonamide drugs, penicillin, x-ray diagnostic agents and other prescription drugs throughout the world.

Squibb Promotes Oliver

Peter M. Oliver has been appointed District Manager of the Atlanta Sales Division of E. R. Squibb & Sons according to an announcement by William L. Arscott, Field Sales Manager.

Mr. Oliver joined Squibb in 1942 and is a graduate of South Carolina School of Pharmacy. His sales record with Squibb has been outstanding. In the last two years and in one previously, he was honored for standing among the company's top salesmen throughout the country.

Award Presented by Bob Brame

In his capacity as president of the Wilkes Chamber of Commerce, R. M. (Bob) Brame, Jr., of the Red Cross Pharmacy, North Wilkesboro, presented an award to Sam Ogilvie for "distinguished service." Ogilvie, with both legs paralyzed since youth because of infantile paralysis, was voted as having outstripped all others in Wilkes County in community service during 1948.

Only One in Harnett

Mrs. John Pecora, formerly of Chapel Hill but now of Erwin, was recently featured by *The Dunn Dispatch* as being "the sole feminine pharmacist in Harnett County."

Written by Louis Dearborn, the article describes in an interesting manner how Mrs. Pecora came to study pharmacy, and of her impressions of pharmacy as practiced today.

Mrs. Pecora is an employee of the E. R. Thomas Drug Company, of Erwin. Her husband is a well known football player and coach at the Erwin High School.



SCHOOL OF PHARMACY, UNIVERSITY OF NORTH CAROLINA, CLASS OF 1902-03

Your assistance is needed in identifying the pharmacy students and professors shown above. Mail name and picture number to CAROLINA JOURNAL OF PHARMACY, Drawer 151, Chapel Hill, N. C. The group will be listed by name and address as completely as possible in the March issue of this publication. This picture was copied from an original in the historical files of the UNC Pharmacy School. Duplicates may be obtained from Wallace Patterson, 740 E. Franklin St., Chapel Hill, N. C. Price \$1.00 each.

Students in Pharmacy, 1902-1903

According to Miss Alice Noble, Librarian at the School of Pharmacy, University of North Carolina, the following persons were members of the first year pharmacy class during the academic year 1902-'03 and presumably appear in the picture on the opposite page. If you can positively identify one or more of the persons appearing in the picture, please record picture number opposite name below and mail to: CAROLINA JOURNAL OF PHARMACY, Drawer 151, Chapel Hill, N. C.

First Year Class

Troy Edward Austin, Smithfield
Bisco Staton Bass, Henderson
Holley Mackie Bell, Warrenton
Walter Carstaphen Bateman, Wilson
Samuel Perry Boddie, Laurel
Addie Howard Boyette, Smithfield
Clement Byrd, Wilson
Claudius Lillington Cannon, Ayden
Claude Holt Cates, Wakulla, Florida
William Jasper Clements, Durham
Charlie Crowell, Lincolnton
J. E. Gardner, Ayden
Richard Speight Gorham, Rocky Mount
Yancy Baze Graves, Mount Airy
William Jacob Hicks, Goldsboro
Solomon Wallace Hoffman, Statesville
William Hood, Smithfield
John Thomas Howell, Kenly
Joseph Van Jenkins, Rocky Mount
Felix Hoyle Kluttz, Albemarle
Permillas Artem Lee, McKay
John Bunyan LeGwin, Wilmington
Earle Wall Martin, Morven
Leander Matthews, Buies Creek
Jesse Benjamin Pickelsimer, Brevard
Thomas Rush Pemberton, Greensboro
Luther Wyatt Richardson, Kenly
Shelton George Scott, Elizabeth City
John McNeill Smith, Laurinburg
William Henry Snuggs, Albemarle
William George Stribling, Anderson, S. C.

Karl Dixon Taylor, La Grange
Clyde Irwin Webb, Kings Mountain
Eugene Lea Webb, Roxboro
Loamie McKay Gilbert

Second Year Class

Adolph George Ahrens, Wilmington
David Archie Bullock, Wilmington
Peter Ernest Davenport, Pactolus
Leonidas Coleman Griffin, Marshville
Oscar Vernon Hicks, Goldsboro
J. C. Hollowell, Wilson
William Morgan Perry, Elizabeth City
Henry Hampton Pittman, Lumberton
Thomas Floyd Rhodes, East Stroudsburg, Pa.
William Marsh Stewart, Matthews
James Benjamin Tugwell, Tugwell

Class of 1901-'02

Yates E. Spake of Morganton writes us that No. 24, as pictured on page 30 of the January issue of the JOURNAL, is E. W. Barnes of Pinetops. For a period—1919 to 1924—Mr. Barnes and Mr. Spake operated the Spake-Barnes Drug Company in Kings Mountain.

Our good friend, Bob Bolton of Rich Square, has identified No. 19 in the same picture as W. C. Worrell, now living in Rich Square.

The class list, as revised, is as follows: (1) Professors Chas. Baskerville; (2) E. V. Howell; (3) C. S. Mangum; (4) J. E. Latta; and (5) L. W. MacKesson.

(6) B. Frank Page; (7) T. F. Rhodes; (8) J. G. Greene; (9) D. A. Bullock; (10) J. W. Gulick; (11) W. C. Rice; (12) A. M. McDonald; (13) O. P. Earle; (14) Moses Bear; (15) UNKNOWN; (16) A. G. Ahrens; (17) H. L. King; (18) G. J. Rowland; (19) W. C. Worrell; (20) UNKNOWN; (21) Dr. N. D. Bitting; (22) J. C. Bolton; (23) UNKNOWN; (24) E. W. Barnes; and (25) UNKNOWN.

DOINGS OF THE AUXILIARIES

Popularity Contest Winners Announced

MRS. D. L. SMITH, *Corresponding Secretary*

The regular monthly meeting of the Charlotte Woman's Druggist Auxiliary was held in Efrid's Dining Room January 11th. Mrs. Lester C. Smith, president of the Auxiliary presided, and Mrs. R. E. Hunter gave the invocation.

Following the luncheon the president introduced two new members, Mrs. H. E. McGinn and Mrs. R. L. McGinn. After a brief business session a popularity contest was held and the winners were as follows:

Mrs. L. E. Barnhardt, Prettiest

Mrs. J. W. Bennick, Wittiest

Mrs. T. D. Bennett, Mrs. L. C. Smith, Best Workers

Mrs. L. C. Smith, Most Talkative

Mrs. S. A. Beaty, Quietest

Mrs. Wilkins Harden, Cutest

Mrs. J. W. Bennick, Best Sport

Mrs. W. K. Gardner, Most Dignified

Mrs. C. H. Smith, Most Attractive

Mrs. George C. Hughes, Mrs. M. M. Stone,

Mrs. J. W. Bennick, Best Personality

Mrs. L. E. Barnhardt, Best Dressed

Mrs. T. N. Edwards, Most Popular

Door prizes were won by Mrs. C. H. Smith, Mrs. G. V. Lawrence, and Mrs. R. E. Hunter. Lovely year books were presented to each member.

Bridge Party Nets \$92

The Charlotte Woman's Druggist Auxiliary entertained at a benefit bridge party Tuesday afternoon, January 18, from 2 until 4 o'clock in Efrid's dining room. Three grand prizes, draw prizes and table prizes were awarded.

Twenty-three tables of bridge were in play, and during the intermission a tea course with sandwiches and accessories were served. Proceeds from the affair in the amount of \$92.00 will be used toward the Auxiliary's scholarship fund.

Mrs. F. F. Potter was chairman of the party, and was assisted by Mrs. W. K. Gard-

ner, Mrs. E. D. Jackson, and Mrs. H. A. Niven.

O'Hanlon-Watson Entertains Apothecary Club

MRS. E. W. ROLLINS, *Reporter*

Instead of the regular December meeting, the Apothecary Club was entertained, together with the husbands, at a lovely dinner party at the Forsyth Country Club, by the O'Hanlon-Watson Drug Company.

Mrs. Leon Cahill was toastmistress, and presented Mr. E. W. O'Hanlon, who welcomed the guests. For entertainment, Mr. and Mrs. H. C. Newsome's son played Christmas selections on his Xylophone. A Negro quartet sang spirituals, just before supper was served.

To top the delicious dinner, a Christmas gift was presented to each person. The thanks of the entire club go to the O'Hanlon-Watson Drug Company.

The January meeting of the Club was held at the home of Mrs. G. C. Hartis, with Mrs. J. A. Way, Mrs. H. C. Melchor, and Mrs. H. K. Barrow as hostesses. The main feature for the meeting was a Bingo game arranged by the group in charge. Mrs. H. P. Watson, Jr., had collected lovely gifts as prizes, one of which was a huge caramel cake. Quite a sum was collected in this manner to be contributed to the Scholarship Fund at the School of Pharmacy. About twenty-seven members were present.

News Items

Miss Virginia Caudle has returned to Winston-Salem and is working at the Acadia Drug Store.

Mrs. Janie Wheeler is now at her sister's home, 202 W. Broad Street, Wilson. She was ill for some time at University Hospital, Charlottesville, Virginia.

John Lewis Fishel, son of Mr. and Mrs. A. L. Fishel, attended the Sugar Bowl game at New Orleans.

Betty Cocks, daughter of Mr. and Mrs. J. M. Cocks, has returned to Sherwood School of Music after spending the holidays with her parents.

Auxiliary Members Receive "Doings"

Over four hundred members of the Woman's Auxiliary of the N. C. P. A. received copies of the organization's bulletin, "DOINGS," which was prepared and mailed the latter part of January under the supervision of Mrs. B. Frank Page, of Raleigh, Chairman of the Publicity Committee.

The bulletin contains a message from Mrs. Viola C. Jacobs, of Chapel Hill, President of the Auxiliary; a note about the Annual Convention to be held in Durham in May; a summary of the Auxiliary scholarship fund at the University of N. C., which now totals \$5,566.06 and a copy of an amendment to Article VII of the Auxiliary's Constitution.

Officers of the Auxiliary and the personnel of six committees are listed. Members are asked to "keep in touch with your Hospitality Chairman, Mrs. W. B. Morgan, 1307 Arnette Avenue, Durham, N. C., and send her any information you may have regarding illness or bereavements among Auxiliary members."

Deaths

Charles O'H. Horne, age 60, died in Greenville, January 16, following a few hours' illness.

He was a graduate pharmacist and operated a retail drug store in Greenville for a number of years, but had not been actively identified with the profession for 15 years. In the early Thirties he established a coal and wood business in Greenville, which he was managing at the time of his death.

John Denby Hall, age 65, died in Scotland Neck on January 1. A native of Sampson County, the son of Dr. Wright Hall and Marz Denby Hall. Mr. Hall moved to Wilmington at an early age where he received his education in local schools prior to studying pharmacy at the University of N. C.

While at the University Mr. Hall played on the football team with Foy Roberson and others.

In 1908 he established a drug store in Enfield which he operated until 1917 at

which time he moved to Scotland Neck, where he continued in business with Chester A. Elks until his death.

His brother-in-law, John W. McGwigan of Enfield, has written us as follows:

"Mr. Hall was a man of few words. Characterized by modesty, he had a mind that was almost photographic, though not many had the privilege of seeing his wisdom displayed. He was always interested in history and geography, particularly pertaining to the details of battles, past and present. I believe he could have called off the strength of all the navies of the world down to the last landing craft so far as they were published during World War II.

"Though not having any agricultural training, he mastered this art and became known as a good farmer as well as a good business man whose advice was sought by, and received gratefully by many."

In 1914 Mr. Hall married Miss Sadie Belle McGwigan of Enfield, who survives him. His three daughters are Mrs. Francis Harrell of Alexandria, Va.; Louise, a U. N. C. Library School graduate now employed in the University Library in the reference department; and Martha, a graduate of Woman's College, now living in Scotland Neck with her mother.

Mr. Hall was the brother of J. M. Hall and uncle of J. M. Hall, Jr., both pharmacists of Wilmington.

Fitz L. Smith, well known pharmacist of Whittier, died in Mocksville on January 4 following a heart attack. Funeral services were conducted in Brevard on Friday afternoon, January 7.

Mr. Smith managed the Adams & Young Drug Store of Angier from April through December, 1948. Prior to his association with this firm, he was employed by drug stores in Brevard and Sylva.

At the onset of World War II Mr. Smith had his own drug store in Winston-Salem. He later disposed of this business and moved to Charlotte where his wife, a chemist, was employed in the chemical laboratory of a shell loading plant. While in this section, Mr. Smith worked for various drug concerns in Charlotte.

He is survived by Mrs. Smith and one son.

Howell Hall Happenings

JOHN C. HOOD, *Reporter*

The committee formulating plans for the School of Pharmacy Annual Award, led by Wesley Collier, has devised a method by which the graduating student can most fairly be selected. Details will appear in their final form shortly.

Within the next few days various capable students will be appointed to committees for the purpose of selecting a week-end in the Spring which will be suitable for the annual Pharmacy Week-end. It is hoped more of the alumni will attend the functions this year.

An organization of students' wives is being attempted. Cards have been sent to the wives by Miss Millicent McKendry, secretary of The Pharmacy School. Each wife was asked to reply if she is interested. If the response is large enough, plans will go forward for definite organization. A few replies have been received and it is hoped that more will come in daily.

This month the major activity has been studying. The seniors are beginning to realize the importance of these last months of training as they approach the State Board.

STUDENT BRANCH N. C. P. A.

BILL FORREST, *Reporter*

The Student Branch of the North Carolina Pharmaceutical Association held its monthly meeting January 7. Kappa Psi presented the program for the evening. The theme of the program was a tour of the School of Pharmacy by a visiting professor (Bill Jordan), who was accompanied by a professor of the Pharmacy School (Floyd Jones). Everyone seemed to enjoy the program very much. Following the program Bob Phifer took orders for Student Branch keys. Membership for the present school year was closed January 15.

PHARMACY SENATE

FLOYD JONES, *Reporter*

The last two meetings of the Senate have consisted of initiation speeches of new mem-

bers. Those initiated were: Kelly Turner, who spoke about "Interesting Things About Pharmacy in Sweden"; Doris Sauls who spoke on "My Summer Experience"; Waits West, whose topic was "Drug Store Signs"; Larry McAllister, who conducted an "Open Forum on the Valuation of Drug Store Experience"; and Lloyd Whaley, whose talk concerned "Miracle in a Haystack."

Other initiates were James Bowers, Jarvis Alligood, Oscar Mills, Chris Tunstall, and Arthur Brothers, who took individual parts in the discussion of the recent "Findings and Recommendations of the Pharmacy Survey of 1948." This topic was based on the work of the Pharmacy Survey under the auspices of the American Council on Education and directed by Dr. Edward Elliott. The Survey cost over \$160,000 and deals with the assembling, organizing and interpreting of the essential facts relative to American Pharmacy and the presentation of programs of action for the setting up and maintenance of standards that will justify the recognition of Pharmacy as a "high-level profession in every section of the country." Because of its attempt to stimulate pharmacists to work for a better profession of tomorrow, the knowledge of the findings of this Survey is termed by Dr. E. A. Brecht, our faculty advisor, as information with which all connected with the field of Pharmacy should be acquainted.

KAPPA PSI

"POP" RABIL, *Reporter*

Kappa Psi began its winter quarter by hearing Russell Young and Bill Allen tell of their trip to the Sugar Bowl. You should hear Russ Young tell about the Cat Girl. Boy, oh boy.

The Kappa Psi boys are certainly enjoying living in their house. It's the first time Kappa Psi has had a house since 1944. At the present time there are twenty-one boys living in the house. The kitchen has been operating since about the middle of October and two meals a day, breakfast and dinner,

are being served. Dave Overton certainly has been doing a fine job of managing the house and kitchen.

Bill Horton, Athletic Manager for the fraternity, has entered two teams in Intramural Basketball this quarter. So far they have been putting up pretty good fights. Reggie Ferrell and Bill Horton certainly let those other teams know that Kappa Psi has a team out on the floor, too.

On January 24, Kappa Psi held final initiation for fifteen new members. They are as follows: Arthur Brothers, Elizabeth City; Earl Brown, Asheville; Loy Ray Burris, Valdese; Harold Vann Day, Spruce Pine; Reginald Ferrell, Nashville; James S. Greene, Glen Alpine; James P. Greene, Bakersville; Richard A. Knight, Columbia; Larry McAllister, Mt. Pleasant; Rudy Pittman, Kenly; Joseph Reese, Kannapolis; William Robertson, Laurinburg; Harold Sauls, Raleigh; John Thigpen, Edenton; and Robert Woody, Snow Camp.

The new members were honored—cabaret style—on February 5th with a dance in The Pine Room.

KAPPA EPSILON

DORIS SAULS, *Reporter*

On Wednesday, January 19th, Kappa Epsilon held a pledging ceremony for four girls. Those who were pledged were Margaret Booth, Apex; Sarah Pegram, Apex; Betty Sparks, Draper; and Allene Warren, Dunn. Refreshments were served following the pledging.

Jane Bradford became Mrs. James Caudill on December 19th in Greensboro, N. C. The couple honeymooned in Miami.

PHI DELTA CHI

SAM CAVANAUGH, *Reporter*

The Phi Delta Chi has two new residents in the house, Sam Cavanaugh and William Shaheen. This brings the total number of men living in the house to nineteen. For the few pauses which the boys take to refresh between Pharmacy 88 and dispensing, a new "coke" machine has been installed in the chapter room of the house.

Everyone is looking forward to the annual P. D. C. weekend which comes off

February 18th through 20th. The main event of the weekend will be a dance on Saturday night, February 19th. With the entire Pharmacy School being invited, this dance should be the highlight of social activities for the Spring quarter.

We are glad to have with us this quarter Lacy Gilbert, an old P. D. C. man well known around the campus; also Tom Sharpe, transferring to our chapter from the University of Tennessee chapter. Brothers Gilbert and Sharpe are seniors. Tom has introduced many excellent and useful ideas from his experiences at U. of T.

Phi Delta Chi has entered two basketball teams in the intramurals. One team is at the top of the league so far, having won every game. The fraternity also renewed its old rivalry with Kappa Psi on the gridiron. P. D. C. emerged victorious, 13-0.

One new man has been pledged since regular pledge week. He is Jimmy Gunner, of Sanford.

GRADUATE STUDENTS

BILL TAYLOR, *Reporter*

During the last quarter one student and one professor joined for each seminar program. Both the student and the professor gave twenty minute talks. The professor was able to choose his own topic. However, the student chose a particular society for discussion. This was in line with the theme of "better acquaintance with pharmaceutical, and related science, societies."

Students presented short histories of societies as follows:

W. J. Sheffield—"Organization of Official Agricultural Chemists."

Leon Gordon—"American Pharmaceutical Association."

Doris Hawkins—"Sigma Xi."

A. W. Jowdy—"American Chemical Society."

E. S. Powell—"American Medical Association."

W. W. Taylor—"Union of American Biological Societies."

During the Fall quarter Charles Middleton led a discussion on "Types of War Gases in Present Day Chemical Warfare."

The first meeting of the Winter quarter was a continuation of the theme adopted

for the Fall quarter. Y. T. Chang spoke on the "N. A. R. D."

The second theme in program styling is now underway. All student topics must concern "recent drugs or drug types."

E. S. Powell is the only student to have appeared to date under this theme. His topic was "Penicillin."

This quarter the student takes the complete seminar period. He allows thirty to forty minutes for his presentation and twenty minutes for the group discussion.

Do You Know the Pharmacist?

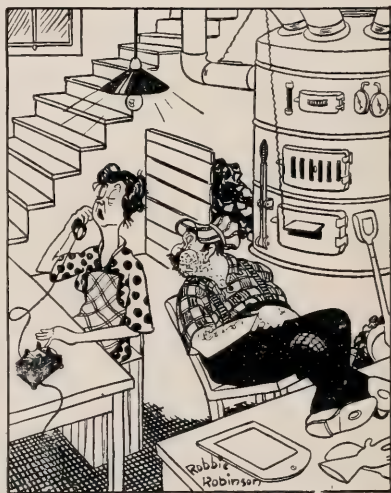
One of the physician's quietest and hardest-working allies is the pharmacist. He imprisons himself in his little store, receives an occasional, and too often patronizing, nod from the passing physician, and tries with unending patience to serve the foibles of a hundred citizens who cross his threshold every day. All he asks of the doctor is some token of recognition that pharmacy is an ancient, scholarly and honorable profession, that sometimes he be given a chance to practice that profession instead of being considered a mechanical transmitter of packaged merchandise and, also please, that prescriptions be written a little more legibly. He hopes you won't put him on the spot by asking him over the telephone to fill an oral narcotic prescription, and he asks that you respect his right to evaluate his own professional fees as he respects yours. That really isn't asking too much. In return he is in a position to radiate neighborhood good-will towards your office, to procure somehow even the newest drug that the detail man has just extolled, to suggest a pleasant and compatible vehicle for a seldom-used medication, and once in a while to correct those little clerical errors that we all sometimes make on a prescription blank. An occasional visit with the corner pharmacist is worth any doctor's while. So is a joint meeting between the medical and pharmaceutical societies. We are brethren in the healing art. And brothers should know each other better—*The Journal of the Medical Society of New Jersey.*

Increased Use of Persic Oil USP Foreseen in Pharmacopoeia Revision

According to Magnus, Mabee & Reynard, Inc., well known New York and Chicago Essential Oil House, the recently granted permission to use Persic Oil USP to replace in whole or in part the Expressed Almond Oil USP in Rose Water Ointment formula, will result in a vastly increased demand for this oil.

Use of Persic Oil as a replacement was officially granted in the Second Sheet Supplement of the United States Pharmacopoeia XIII Edition. Pertinent reference from the Supplement reads as follows "ROSE WATER OINTMENT, page 457—The Expressed Almond Oil in this formula may be replaced in whole or in part by Persic Oil."

Magnus, Mabee & Reynard announce the release of a bulletin to pharmaceutical manufacturers, toiletry producers and wholesale druggists informing them of these facts. Copy of the bulletin and schedule of prices may be had by writting to Magnus, Mabee & Reynard, Inc., 16 Desbrosses Street, New York 13, N. Y.



Piccadilly Apts., Combustion Engineer's Office, Mr. Murphy's secretary speakin'.

A Debt to Druggists

CARL J. PALMER

Soda Fountain Manufacturers Association

Retail druggists have played an important part in the history of the soda fountain from both manufacturing and dispensing standpoints.

Soda water originated in the United States in about 1808 as a medicinal mineral water, and was first offered in drug stores as an aid to health. Flavored carbonated water made its appearance as a beverage in 1838 and was pioneered in drug stores. Ice cream became a soda fountain adjunct in 1874 and, again, druggists were in the lead in promoting its sale.

Druggists were also active from a manufacturing standpoint. C. A. Dows, of Lowell, Massachusetts, made the first marble soda fountain. This was in 1858. It is recorded that he was employed in his brother's drug store, where a soda fountain was in operation. He decided to try his hand at improving it and ended up with a combination fountain and ice shaver, housed in a white Italian marble box. This fountain was so popular that Dows opened a drug store of his own in Boston and prospered enormously, primarily because of the reputation of "Dows" *Iced Cream Soda*," made by adding soda water to sweet cream and finely shaved ice. Other merchants became interested in the fountain apparatus and Mr. Dows obtained patents and started manufacturing.

Another pioneer fountain manufacturer was James W. Tufts, also a druggist. In 1863 he was operating a store in Somerville, Massachusetts. Needing a fountain, he pro-

ceeded to design and build his own. The fountain proved so successful and attracted so much attention that Mr. Tufts gave up the drug business and began the manufacture of soda fountain equipment. He became one of the leading manufacturers of his day.

Jacob Baur, founder of The Liquid Carbonic Corporation, was a druggist in Terre Haute, Indiana, when he conceived the idea of compressing carbonic gas and offering it to the trade in steel cylinders. His idea became a reality in 1888.

Louis A. Becker had been a druggist before he became first a salesman for, and then, in 1898, a manufacturer of soda fountains under the firm name of "L. A. Becker & Company."

Turning to the supply end of the industry, we find that many of the successful enterprises of today were started by druggists. Among these pioneers are—

J. H. Smith, founder of the company (1880) which bears his name.

Asa G. Chandler, founder of "Coca-Cola" (1888).

Charles E. Hires, founder of "Hires" (1870).

James Vernor, Sr., founder of Vernor's Gingerale.

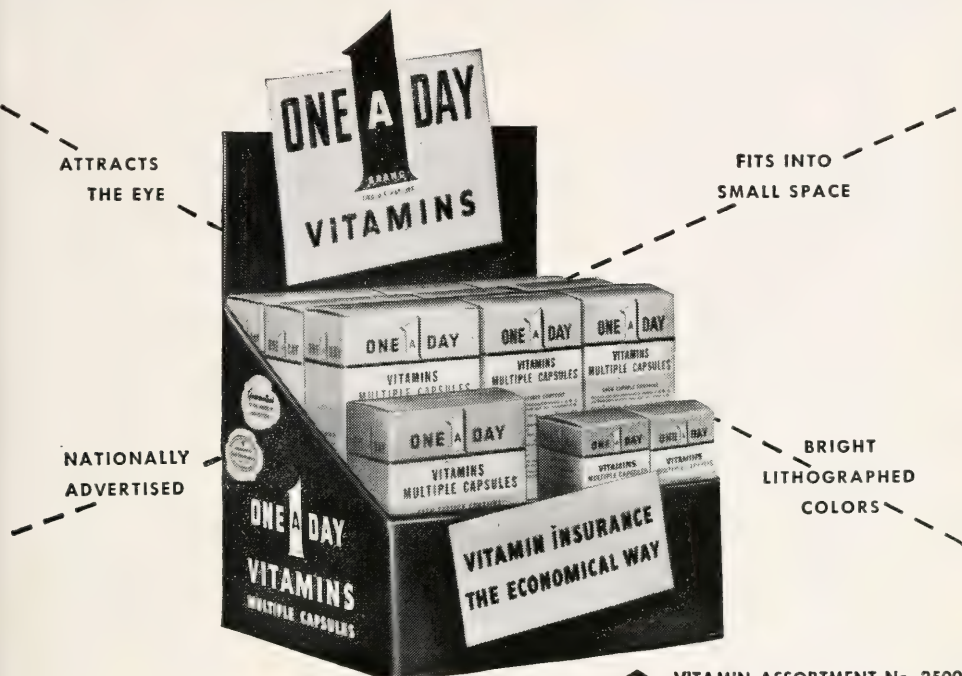
Druggists left their mark on the early days of the industry and are, today, the leaders in the retailing of soda fountain products.

10 Ways to Increase Your Prescription Business

- 1.** Paint the department white. Light it up. Display diplomas and certificates. High-light cleanliness and sanitation.
- 2.** Focus attention to it by an attractive "prescription laboratory" sign in neon or other designation.
- 3.** Make your prescription laboratory look important to you.
- 4.** Display your refrigeration of drugs prominently.
- 5.** Maintain adequate stocks, equipment and library.
- 6.** Establish a filing system on new products, as you are detailed, for reference when doctors need information.
- 7.** Read professional journals on drugs and medicine.
- 8.** Qualify as a consultant to your doctors.
- 9.** Contact and detail your doctors.
- 10.** Use institutional advertising.

SELL MORE VITAMINS

ARE YOU GETTING YOUR SHARE OF THIS PROFITABLE BUSINESS?



➤ **VITAMIN ASSORTMENT No. 2500**
Consists entirely of One-A-Day (Brand) Multiple Vitamin Packages, 5 large, 9 medium, 2 small.

Put This Silent Salesman to Work on Your Counter . . .

In drug stores across the nation more people are buying One-A-Day (Brand) Vitamins than ever before. *Are you getting your share of this increased vitamin business?*

Put this new vitamin display to work on your counter—and watch your vitamin sales climb! The public demand for One-A-Day (Brand) Vitamins is *there*—because they're advertised coast-to-coast with 21 radio broadcasts every week. This counter merchandiser is sure to help you sell more vitamins.

Here's the way to get maximum profits from this Assortment No. 2500. Order enough Alka-Seltzer, Miles Nervine and other Miles products to bring your total up to \$100. When you do that, you make 43.3% profit.

Order at least one Vitamin Assortment No. 2500 today!

**YOU MAKE
43.3%
PROFIT**

from this Assortment (listing at \$25) when purchased with maximum discounts as part of a \$100 Miles order, and sold at minimum fair trade prices.

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WOMEN ASK FOR **KOTEX**



YOU ASK FOR **SERVICE**

... ORDER THROUGH
KING, YOUR *SERVICE*
WHOLESALE DISTRIBUTOR FOR

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- FIBS
- KOTEX BELTS
- QUEST
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- DELSEY TISSUE

W. H. King Drug Company

Wholesale Druggists

Raleigh, North Carolina

"The House of Friendly and Dependable Service"

The Carolina JOURNAL OF PHARMACY

Published Monthly by the North Carolina Pharmaceutical
Association at Chapel Hill, N. C.



AID IN FIGHTING HEART DISEASE—T. G. Crutchfield of Greensboro (left)—one of the many pharmacists of the State who cooperated with the American Heart Association in its drive for funds with which to combat heart diseases, is shown with Frank S. Goodrum (center) and C. T. Woodward, president and immediate past president respectively of The Greensboro Drug Circle. Officials of The Drug Circle succeeded in placing plastic hearts and Heart Association leaflets in 100% of the drug stores of Greensboro.

March, 1949

Volume XXX Number 3

IN THIS ISSUE

**THERE ARE BIG NET PROFITS
IN DISCOUNTS —Page 121**

integrity

Symbolic of the innate rights of man is the Statue of Liberty, which holds valiantly aloft the torch of freedom. There is no surer way of perpetuating the democratic principles for which it stands than through virtuous adherence to our ideals and fraternal regard for others.

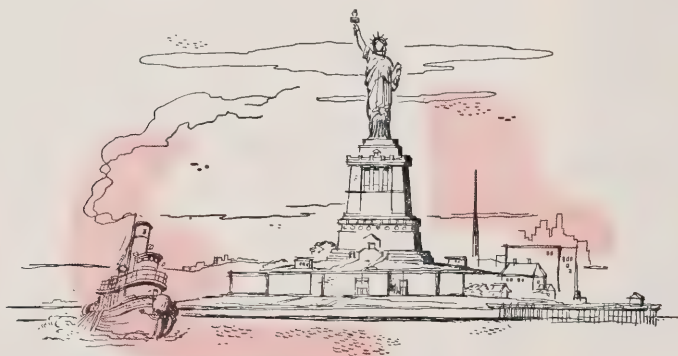
Many years ago, the Lilly Policy was established out of sincere respect for the rights of the retail pharmacist. It is a doctrine of honesty and integrity which recognizes the pharmacist in every transaction involving a Lilly product.

For more than fifty years it has remained unchanged. Truly the Lilly Policy is a guarantee of fair and just business relations.



Lilly

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a *new* and outstanding
Parke-Davis development in
penicillin therapy

PENICILLIN S-R*

COMBINED SOLUBLE AND
REPOSITORY PENICILLIN
for aqueous injection

here's why physicians now specify **PENICILLIN S-R**

ease of flow
use any syringe
without clogging

Drawn up and
administered through
a needle as fine as
20- or 21-gage.

Blood levels 133 times
higher than the
commonly accepted
therapeutic level in a
half hour or less, with
a single 1 cc.
intramuscular injection.

Effective therapeutic
levels for 24 hours or
longer.

Earlier dominance over
infection and avoidance
of penicillin-fastness.

*for more effective, more convenient therapy
for office, clinic, and house calls*

PENICILLIN S-R

for more penicillin per cc.

Each cubic centimeter with aqueous diluent contains:

Crystalline procaine penicillin G.....300,000 units
Crystalline sodium penicillin G
buffered 100,000 units

PENICILLIN S-R

for trouble-free preparation and injection

No oil, no wax, no added suspending or dispersing agents to plug needle, clog syringe or slow up injection. No vigorous shaking to prepare. Any syringe can be used. Needle and syringe clean easily after use.

PENICILLIN S-R

for patient preference

Completely absorbed, leaving no nodules or cysts. Minimal pain on injection.

Medical journal ads, an intensive direct mail campaign and the efforts of our medical service representatives in your locality add up to specification for PENICILLIN S-R in your pharmacy. Meet the demand with ample stocks.

PENICILLIN S-R is supplied in both one-dose (400,000 units) and five-dose rubber-diaphragm-capped vials. When diluted according to directions (with Water for Injection, U.S.P., Normal Saline Solution, U.S.P., or 5 per cent Dextrose Injection, U.S.P.), each cc. contains 300,000 units of crystalline procaine penicillin-G and 100,000 units of buffered crystalline sodium penicillin-G. The one-dose vial is also available with an accompanying ampoule of Water for Injection, U.S.P., if desired. Potency of the suspension is maintained for seven days at refrigerator temperatures.

PARKE, DAVIS & COMPANY·DETROIT 32, MICH.

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For sixty-four years

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SEEMAN

OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its thirtieth volume, and the first printed copy was "Seeman printed."



The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

SALT SUBSTITUTES

Despite the warning against the sale of lithium chloride containing salt substitutes, some pharmacists insist on continuing their sale, reports Dr. E. W. Constable, state chemist.

We cannot see what is to be gained from ignoring the federal warnings other than to invite suits for damages.

Salt substitutes listed as dangerous by federal authorities include Westal, Foodsal, Salti-Salt and Milosal.

METUBINE IODIDE

During the past few years curare-type drugs have been used with considerable success as an adjuvant to inhalation anesthesia to relax abdominal muscles. With them it has been possible to diminish the depth of anesthesia and thereby minimize shock and other complications following surgery.

A refined curare product, "Metubine Iodide" (Dimethyl-tubocurarine Iodide, Lilly) has recently been developed in the Lilly Research Laboratories which is said to be superior in action to the previously available compounds.

"Metubine Iodide" exerts its beneficial effect by blocking nervous impulses to skeletal muscles at the myoneural junction. It is more pronounced and selective in action than the previously available compounds, and is several times more potent. Therefore, a smaller dose of active curare is needed to produce comparable results, thereby reducing the incidence of side-effects. Relaxation of the abdominal muscles is complete following its use. Depression of the respiratory muscles is almost never observed.

"Metubine Iodide" is a sterile, isotonic, aqueous solution containing in each cc. an amount of crystalline alkaloid equivalent to 0.5 mg. dimethyl-tubocurarine iodide as determined by the rabbit "Head Drop Cross-over Test." It is supplied by Eli Lilly and Company in 10 cc. rubber-stoppered ampoules (No. 490).

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new buccal tablets

Schering STEROID HORMONES

Truly unique combinations — Schering's potent steroid hormones incorporated in an exclusively new base, POLYHYDROL† — make available highly effective, convenient, and economical methods of endocrine therapy by buccal administration. POLYHYDROL, on account of its special surface-acting properties, makes possible the complete absorption of hormones via the buccal route. With these new buccal tablets, the usual disadvantage of sublingual therapy — excessive salivation with consequent loss of the hormone — is avoided. The POLYHYDROL base thus facilitates complete absorption of the hormones through the mucous membrane of the mouth directly into the systemic venous circulation, thus circumventing early inactivation by the liver. As a result, hormonal utilization is high and, in fact, compares favorably with intramuscular injection.

● PROGYNON ● PROLUTON ● CORTATE ● ORETON

The advantages of this mode of administration are: (1) convenience, by elimination of injections; (2) effectiveness because of the properties of the POLYHYDROL base; and (3) economy, due to the increased utilization of hormone.

PACKAGING:
bottles of 30 and 100

PROGYNON* Buccal Tablets (Estradiol U.S.P. XIII) 0.125 and 0.25 mg. • PROLUTON* Buccal Tablets (Progesterone U.S.P. XIII) 10 mg. • ORETON* Buccal Tablets (Testosterone Propionate U.S.P. XIII) 2.5 and 5 mg. • CORTATE* Buccal Tablets (Desoxycorticosterone Acetate U.S.P. XIII) 2 mg.

*® POLYHYDROL trade-mark of Schering Corporation



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Goodrum to Head Greensboro Drug Circle

L. P. MAYRAND, *Secretary*

The regular meeting of the Greensboro Drug Circle was held February 11th, with C. T. Woodward presiding. We had as guest, W. J. Smith, secretary of the N. C. P. A. V. F. Smith gave the report of the nominating committee, who offered the following slate of officers: Frank S. Goodrum, president; Roger A. McDuffie, vice-president; L. P. Mayrand, secretary-treasurer.

Discussion followed with suggestions as to how to improve the club. Roger A. McDuffie spoke of the need of people connected with the drug trade to have something in common and rub elbows in an organization such as the Drug Circle. W. J. Smith suggested activities on a "civic club" basis, regular meetings where good food and interesting speakers are the order of the day. As an immediate project, he mentioned the opportunity to gain recognition in the present American Heart Association campaign.

It was voted that the club cooperate by placing red plastic hearts in all the drug stores.

Named on the "heart" committee were: C. T. Woodward, Frank S. Goodrum, H. C. Walters and Jack T. Hart. The committee was subsequently successful in securing 100% cooperation from the Greensboro drug stores. "Hearts" to receive contributions to the Heart Campaign were placed by the committee in all the drug stores.

The Club voted to have future meetings at 1 p.m. the second Saturday of each month.

Prescription Balances Repaired

Speedily Accurately Economically

Our convenient Southern location and competent shop technicians eliminate useless waiting and decrease repair costs.

PHIPPS & BIRD, Inc.

303 S. Sixth Street

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★ ***For Better Service*** ★

Robert R. Bellamy & Son

Wholesale Druggists

Wilmington, N. C.

AN OLD SOUTHERN CUSTOM...



More Popular Than Ever!



FROM THE LOVERS of yesterday the lovers of today have inherited the Old Southern Custom of giving Nunnally's. And they are using Nunnally's Box Bountiful more and more as a symbol of affection. Why not give that lovely lady a thrill with a box of Nunnally's today?



GIVE
Nunnally's
THE CANDY OF THE SOUTH

The Profit Spot - Let's Protect It

By HARRY E. CUSTER, General Manager;
Dean Rubber Manufacturing Co.

Prophylactics are one of the few available items sold in your drug store today that represent long-profit, high-volume sales with little space and selling time devoted to them.

Are the druggists of America doing their share to protect and retain this business for themselves? It is a known fact that the average customer prefers to buy his prophylactics from his druggist, yet far more prophylactics are still sold outside of drug stores than are sold in drug stores. Prophylactic products today are just as staple as anything you sell in the drug store and your customer is well aware of this fact. The days of sneak purchases and "under-the-counter" sales are over. Your prophylactic customer is valuable to you. Treat him well. Let him know you are appreciative of his business. Discuss his problem. He is not embarrassed by these purchases . . . are you? Sell him the product you feel is best for him. Sell him a brand that is strictly a drug store item.

Speaking of brands sold in drug stores only, it should be pointed out that "drug-store-only" policies by suppliers in this industry are only as strong and as well protected as the sincerity of the suppliers themselves. Our experience has taught us that the only way of having an item controlled, as far as retail sales are concerned, is to have the supplier maintain a strictly controlled distribution policy.

Regardless of the sincerity of the supplier, unless distribution is followed up after it leaves the supplier's hands, nobody can be assured that established policies are carried out properly.

The Dean method of direct distribution to the retailer has, we believe, helped us in building and maintaining a "drug-store-only" policy that is almost infallible.

In states where a prophylactic law exists, the druggist has a tendency to feel that this law insures that he will get all the prophylactic business. Therefore, he becomes rather lax in protecting his rightful share of the business. He forgets that it is very costly and almost impossible to have these laws enforced adequately. Bootlegging in the prophylactic business is probably more prevalent than liquor bootlegging was during the period covered by the Volstead Act. We do not believe that any druggist should lose sight of the fact that his real competition is not other druggists but non-drug-store outlets.

We in the industry, who supply the druggists' needs of prophylactics and have a rigid "drug-store-only" policy, are extremely anxious to preserve all laws that will be beneficial in channeling more prophylactic business into the drug store. Unfortunately, keen competition has caused some suppliers to employ unusual methods to obtain the druggists' business. Certainly, some methods have been used that are time-consuming to the druggists and are not uplifting to the industry as a whole.

(Continued on Page 144)

"THE SEAL OF SATISFACTION"



FOR PROFIT'S SAKE

Serve GIBSONS
ICE CREAM



The Sensational

GILLETTE

Speed-pak changes
blades in a jiffy and
deals them out one at
a time instantly.



This blade dispenser, made of beautiful Lustron plastic, holds 20 Gillette Blue Blades to retail at 98c a package; or 10 Gillette Blue Blades to retail at 49c a package.

20s packed five Speed-paks
to a display carton.....\$3.68

10s packed ten Speed-paks
to a display card or
cartoon\$3.68



JUSTICE DRUG COMPANY

Greensboro, N. C.

DEPENDABLE SERVICE SINCE 1898

Carefree... Confident

Gay as the breeze . . . self-assured. Because you know no tell-tale outlines show —with the *new, softer Kotex*. Made to stay soft while you wear it. So very personally yours.



More women choose KOTEX* than all other sanitary napkins
*T. M. REG. U. S. PAT. OFF.

Send Your Orders to

The Peabody Drug Company

DURHAM, NORTH CAROLINA

Al Bechtold Addresses Phi Delta Chi

Al Bechtold, Personnel and Public Relations Director of the House of Lance, Charlotte, addressed the Phi Delta Chi, Monday, February 28. The subject was: "Multiple Management and Its Use in Modern Business." The House of Lance is one of the five hundred organizations in the United States that is using this unique system of management; namely, Multiple Management—Management by Many, in which they enlist the aid of everyone of their employees in helping them to work out the various problems of the Company.

Mr. Bechtold has spent considerable time in Baltimore studying the plan where it was originated with McCormick and Company, and has seen it in operation at the House of Lance for more than five years.

Mr. Bechtold was born in Wisconsin and is a graduate of Stout Institute at Menomonie, Wisconsin, and taught school in Florida for a number of years and later continued this work in Charlotte. For a time he was connected with the *Charlotte News* and also assistant secretary of the Charlotte Chamber of Commerce, from which position he resigned to accept the executive secretaryship of the Charlotte Merchants' Association. Since November, 1943, he has been head of the Personnel and Public Relations Department of the House of Lance.

It has been Mr. Bechtold's privilege to address local and national groups on the subject of human relations in industry and multiple management.

James E. Bennick, Chairman of the Program Committee, presented Mr. Bechtold.

Barefoot to Head N. C. P. A. District 1

As a result of a mail ballot election conducted among members of the North Carolina Pharmaceutical Association residing in 13 Western N. C. counties, Lexie G. Barefoot of Asheville has been named president of N. C. P. A. District 1 for the coming year. Serving with him will be W. Moss Salley, vice-president, and Albert

Chandley, secretary-treasurer, both of Asheville.

The newly elected president of N. C. P. A. District 1 is a well known pharmacist of Asheville where he operates a pharmacy—Barefoot & Tatum Drugs—in partnership with J. M. Tatum. He is a graduate of the School of Pharmacy, University of North Carolina, and a former president of the U. N. C. Branch of the American Pharmaceutical Association. A native of Four Oaks, N. C., Mr. Barefoot operated retail pharmacies in Canton and Fontana Dam prior to the establishment of his business in Asheville.

Purpose of the district organization is to promote educational campaigns among the pharmacists of the area; to unite with state and national pharmaceutical groups in the dissemination of public health information; and to stimulate interest in and support the various projects inaugurated by the state pharmaceutical association to improve the economic and professional status of the pharmacist.



Our North Carolina State Agent is:

F. O. Bowman

P. O. Box 688

Chapel Hill, N. C.

Our South Carolina State Agent is:

Ralph M. Crosson

1812 Marion Street

Columbia 3, S. C.

NATIONAL PHARMACY WEEK

April 24-30

The American Pharmaceutical Association, sponsor of National Pharmacy Week, is urging all drug stores to devote professional displays during this week.

THEME: Public education on Cancer Control.

Display contests will be run and awards given.

Advertising mats, display material, radio scripts and special addresses available through Public Relations Committee of the American Pharmaceutical Association.

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The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT CHAPEL HILL, N. C.

W. J. SMITH, MANAGING EDITOR

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MARCH, 1949

No. 3

General Assembly Now Considering Pharmacy Bills

Few bills of major interest to Pharmacy were introduced during the first 60 days of the present General Assembly, now in session in Raleigh, but lately there has been a noticeable change. Although The Assembly may adjourn before this issue of THE JOURNAL is released, the majority of the legislators seem to feel they will be in Raleigh until April 10th or later. If the majority opinion prevails, then the brief legislative résumé presented below may serve a useful purpose in directing attention to several bills now in the hands of various committees for consideration.

Representative Cooper of Wilmington introduced a bill (HB 614) to require the State Board of Pharmacy to issue license to practice pharmacy to Jack Roby Craig. Another license bill (HB 684) introduced by Representative Crissman of High Point "provides for issuance of license to practice pharmacy to persons who have been licensed in another state and have worked under supervision of a North Carolina licensed pharmacist for 25 years." Both bills were referred to The House Health Committee, of which Mr. Roy Taylor of Black Mountain is Chairman.

House Bill 490, introduced by Representative Blackwell of Winston-Salem and others, was unanimously approved by The House Health Committee on March 9 and is scheduled to be voted on at an early date. This bill is designed to regulate the handling, sale and distribution of barbiturates and bears the endorsement of the N. C. P. A., The N. C. P. A. Legislative Committee, and the State Board of Pharmacy.

An Unfair Sales Practices Act (HB 741),

designed to eliminate unfair competition through "loss leader selling" was introduced in The House by Representative Crissman of High Point and others. A copy of the Act, which is similar to legislation already enacted by the law-making bodies of 33 states, including Virginia, South Carolina, Georgia and Tennessee, was mailed to all licensed pharmacies of North Carolina on March 11.

All bills relating to special taxes on fountain syrups have received unfavorable committee reports, but since this type of tax is among the list suggested by Governor Scott as a possible source of revenue, there may be additional work to be done in connection with such tax legislation. In this connection, a similar syrup tax bill enacted in Pennsylvania in 1947 resulted in a 30% decrease in the sale of carbonated beverages.

There is little likelihood of a public representative being placed on any of the state's licensing and examining boards. Legislation along this line was introduced early in the current session of The Assembly but the bill was severely criticized and was opposed by a majority of the members of the committee to which it was referred.

At this point the situation is largely one of "watchful waiting"—keeping an eye on the new bills as they are introduced and making certain that the N. C. P. A. and the Board of Pharmacy are represented at all committee hearings on bills of interest to our profession. In this field we have the fine support and cooperation of Attorney F. O. Bowman, who knows his way around the legislative halls as well as any person in the State.

Board of Pharmacy Holds Mid-winter Session

The State Board of Pharmacy recently spent four busy days in Chapel Hill examining candidates seeking license to practice pharmacy in the State, and in transacting special and routine business matters requiring official attention of the group. During the course of the Board's mid-winter session, 15 new licenses were issued; the license of one pharmacist was revoked and two pharmacists placed on probation.

Leon I. Graham of Roseboro made the highest average to lead the Board this session. He is an employee of Tart & West, of Roseboro.

The other successful candidates were Evelyn Blanchard, Concord; William C. Brantley, Raleigh; Mrs. Lena Campbell, Durham; Oliver G. Fleming, Rocky Mount; Larry C. Harris, Cliffside; Robert F. Harrison, Sanford; Reeves Hawkins, Durham; Mrs. Maryellen M. Holt, Burlington; Joseph House, Jr., Beaufort; Mrs. Viola R. Howell, Durham; John C. McDonald, Durham; George Morgan, Henderson; Evelyn Shugar, Greensboro; and Joseph C. Southern, High Point.

Members of the Board giving the examinations were J. G. Ballew, Lenoir, president; Roger A. McDuffie, Greensboro; W. A. Gilliam, Winston-Salem; J. C. Brantley, Jr., Henderson, and Secretary H. C. McAllister, of Chapel Hill.

The Board endorsed "The Uniform Barbiturate Bill," which representatives of the State Pharmaceutical Association stated would be introduced in the General Assembly at an early date. The bill had previously been endorsed by the Association's legislative committee.

Research Foundation Makes Additional Grants to Pharmacy School

Five graduate fellowships and additional equipment for research in the School of Pharmacy of the University of North Carolina have been provided by the directors of the N. C. Pharmaceutical Research Founda-

tion. Announcement of the fellowship and general fund grant was made recently following an annual meeting of the Foundation directors in Chapel Hill.

The latest grant, which will be available for use in September, brings the total amount of funds allocated to the University by the Foundation to approximately \$25,000.

These grants, Dean M. L. Jacobs said, will enable the Pharmacy School to double the number of research students (making 14) by September, and will make the graduate department of the Pharmacy School one of the four largest in the United States.

Secretary E. A. Brecht of the Foundation reported the establishment of memorial funds in memory of the late Dean E. V. Howell, the late Dean J. Grover Beard, and the late Frank W. Hancock, secretary-treasurer of the State Board of Pharmacy for 50 years.

All present Foundation officials were re-elected. They include: Roger A. McDuffie, Greensboro, president; P. A. Hayes, Greensboro, vice-president; E. A. Brecht, Chapel Hill, secretary; and Paul B. Bissette, Wilson; I. T. Reamer, Durham; and C. T. Council, Durham, members of the executive committee.

Other directors of the Foundation present for the meeting included E. C. Daniel, Zebulon; Alfred N. Martin, Roanoke Rapids; B. Frank Page, Raleigh; D. L. Boone, Durham; H. C. McAllister and W. J. Smith, both of Chapel Hill. Congressman Carl T. Durham and Mr. C. T. Council, both directors, were unable to attend on account of being out of the State.

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Fountain Fruits
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**Order through your local
drug house or candy jobber!**

Made by E. B. Evans Co., Phila., Pa.

J. R. Casteel Named Convention Director

Mrs. Rogers and G. C. Hartis Elected

Considerable progress has been made on arrangements for the 1949 convention of the N. C. Pharmaceutical Association and its two affiliated auxiliaries, The Woman's Auxiliary and The Traveling Men's Auxiliary. As previously announced, the convention this year will be held in Durham at the Washington Duke Hotel, May 3, 4 and 5.

A general pre-convention planning session was held in Durham on February 24th at which time James R. Casteel of the Durham Drug Company was elected local secretary in charge of convention arrangements. Mr. Casteel has completed his committee assignments, with the individual members already busily engaged in lining up entertainment, hotel rooms, and all the other necessary items which go into a successful convention.

The directors of the Traveling Men's Auxiliary met in Durham on March 6th. Major business transacted at the meeting was allocation of funds with which to finance the Annual T. M. A. Convention Party, which is tentatively scheduled in the Durham

Armory as a concluding feature of the convention, and the announcement of the selection of G. C. Hartis, of Winston-Salem, as T. M. A. Entertainment Chairman.

Mrs. Ralph P. Rogers, past president of the Durham-Chapel Hill Apothecary Club, was selected to direct the Auxiliary's convention-planning group in Durham. Mrs. Rogers was elected to the post following an auction, sponsored by The Apothecary Club in Durham on March 9, which attracted 85 persons from the Durham-Chapel Hill area.

The auction, previously referred to, netted \$116.65 for the Auxiliary's student loan fund at the University. Under the unexcelled "auctioneering" of Professor H. O. Thompson and W. H. King's ace sales representative, Fred Williams, a large quantity of home-made cakes and pies was quickly disposed of at fancy prices. Typical was a cake baked by Mrs. Ira W. Rose of Chapel Hill, which brought \$6; bidding on two jars of brandied peaches was brisk.

The first session of the convention will be held in the Crystal ballroom of The Washington Duke Hotel.

(Continued on Page 144)



JAMES R. CASTEEL



MRS. RALPH P. ROGERS

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personally
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*T. M. Reg. U. S. Pat. Off.

Mrs. Scott Dies

Mrs. Bleecker Springs Scott, widow of the late John M. Scott of Charlotte, died February 20th following a long illness. Mrs. Scott was active in Charlotte's social, civic and religious life, being a Presbyterian and a member of the Colonial Dames of America and the Daughters of the American Revolution.

Mr. and Mrs. Gunby Killed in Auto Crash

Mr. and Mrs. Martin P. Gunby of Winston-Salem were killed almost instantly February 26th in a three-way auto accident near Temperanceville, Virginia.

Mr. Gunby represented Burroughs-Welch Company in this State. At the time of her death, Mrs. Gunby was a member of the Winston-Salem Apothecary Club and news reporter for that organization.

Admits Bethel Robbery

Elmer Sander has admitted taking part in the robbery of Rives Drug Store, Bethel, in April, 1948, at which time a safe containing \$5,500 was removed from the store and taken away.

Ointment Customer

Hillard Bobbitt, of Glen Alpine, forwarded to us an order presented to him by one of his customers. Here it is:

"I want 25c worth of that white salve you all make up to use for babys with galded butts. Its in a little round gold colored box."

Hillard says Zinc Oxide Ointment fixed up the customer smooth.

Class of 1901-02

Four persons were listed as "unknown" in the U. N. C. Class picture of 1901-02. Following publication of the picture, the "unknowns" have been identified as follows:

(15) G. T. Cochran; (20) James B. Tugwell; (23) H. A. Barnes, and (25) W. M. Perry.

The class picture referred to above appeared on page 30 of THE CAROLINA JOURNAL OF PHARMACY, January issue.



"IT'S FAMOUS

because

IT'S GOOD"

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**GOOD FRIENDS
IN NORTH CAROLINA**

Your orders for
Labels, Drug Boxes and
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BRADFORD, PENNA.

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TOP QUALITY—POPULAR PRICES—RAPID SERVICE—
LIBERAL DISCOUNT

We are serving many of the finest drug stores and camera shops in the Carolinas and Virginia including:

Apothecary Shop, Elizabeth City, N. C.
Ashland Camera Shop, Ashland, Va.
B & M Drug Co., Crewe, Va.
Basarts Drug Store, Greenville, N. C.
Baxter's, New Bern, N. C.
Bells Drug Store, Greenville, N. C.
Boyd's Camera Shop, Fayetteville, N. C.
Brame Drug Store, N. Wilkesboro, N. C.
Bunch Drug Store, Goldsboro, N. C.
Butler & Carroll Drug Co., Dunn, N. C.
Bynum's Drug Store, New Bern, N. C.
Campbell Pharmacy, Hamlet, N. C.
Carolina Rexall Store, Wadesboro, N. C.
Clark's Pharmacy, Williamston, N. C.
Coleman Walgreen Agency, Jacksonville, N. C.
Connell's Drug Co., Henderson, N. C.
Culpepper Book Store, Culpepper, Va.
Dameron Drug Store, Tabor City, N. C.
Davis Pharmacy, Williamston, N. C.
Day's Drug Store, Spruce Pine, N. C.
Edwards Drug Store, Wake Forest, N. C.
Edwards Pharmacy, Ayden, N. C.
Emporia Drug Co., Emporia, Va.
Evans Pharmacy, Dillon, S. C.
Everington Drug Store, Laurinburg, N. C.
W. B. Fearing, Manteo, N. C.
Fox Drug Co. Inc., Rockingham, N. C.
Fremont Drug Co., Fremont, N. C.
Goldsboro Drug Co., Goldsboro, N. C.
Hall Drug Co., Scotland Neck, N. C.
Haney's Pharmacy, Waynesboro, Va.
Hilton Pharmacy, Hilton Village, Va.
Hobby Center, Newport News, Va.
Homes Pharmacy, Bowling Green, Va.
H. R. Horne & Sons, Fayetteville, N. C.
Howell Drug Co., Raeford, N. C.
Hughes Drug Co., Ashland, Va.
Jay Bee Drug Co., Dillon, S. C.
Johnson Drug Co., Smithfield, N. C.
Jones Drug Co., Franklin, Va.
Jones Pharmacy, White Stone, Va.

Lenoir Drug Store, Lenoir, N. C.
 Lincoln Cut Rate Drugs, Inc., Lincolnnton, N. C.
 Louisa Drug Co., Louisa, Va.
 Matthews Drug Co., Roanoke Rapids, N. C.
 McIntyre Drug Co., Dillon, S. C.
 Miller's Camera Shop, Williamsburg, Va.
 Mineral Drug Store, Mineral, Va.
 Mitchener's Pharmacy, Edenton, N. C.
 Montgomery Drug Co., South Hill, Va.
 Morehead City Drug Co., Morehead City, N. C.
 Nansemond Drug Co., Suffolk, Va.
 Parker's Drug Store, Henderson, N. C.
 Pettus Garland Drug Co., South Hill, Va.
 Ragsdale Studio, Chase City, Va.
 Ramseur Pharmacy, Ramseur, N. C.
 Red Springs Drug Co., Red Springs, N. C.
 Rice's, Kilmarnock, Va.
 Ricks Drug Co., Rocky Mount, N. C.
 Ricketts Drug Store, Orange, Va.
 Ridenour Studio, Fayetteville, N. C.
 Rock Drug Co., Valdese, N. C.
 Rosemary Drug Co., Roanoke Rapids, N. C.
 Scotland Drug Co., Laurinburg, N. C.
 Louis Selig, Elizabeth City, N. C.
 Selma Drug Co., Selma, N. C.
 Souder's Pharmacy, Fayetteville, N. C.
 Spencer Drug Co., Blackstone, Va.
 E. M. Stratton, Gordonsville, Va.
 Wakelon Drug Co., Zebulon, N. C.
 Ward Drug Company, Nashville, N. C.
 Warren's Drug Store, Greenville, N. C.
 Warsaw Drug Co., Warsaw, N. C.
 Watkins Wood Drug Co., Emporia, Va.
 White's Pharmacy, Hilton Village, Va.
 Windsor Pharmacy, Windsor, N. C.
 Woolard's, Henderson, N. C.
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The same quick-acting formula in both STANBACK POWDERS and STANBACK TABLETS brings satisfied customers back to your store again and again.

All over America people are saying:

Snap Back with

STANBACK

Clyde Eubanks Honored

Clyde Eubanks, distinguished pharmacist, religious leader and public spirited citizen, was the recipient of the 1949 N. C. P. A. Mortar and Pestle Award, following a formal program held in Howell Hall of Pharmacy, Chapel Hill, on the afternoon of March 13th. The Award was presented to Mr. Eubanks on behalf of the Association by T. J. Ham, Jr., N. C. P. A. president.

A capacity audience composed of pharmacists and friends of Mr. Eubanks from Chapel Hill and nearby towns completely filled the pharmacy auditorium to hear talks by Chancellor R. B. House of the University of North Carolina, by Congressman Carl T. Durham and by Robert W. Madry, Mayor of Chapel Hill. N. C. P. A. Secretary W. J. Smith presided and introduced the speakers.

Following the formal program, guests were welcomed at a reception in the library of the School. Russian tea, sandwiches and mints were served.

Since this program was held at approximately our press date, we are scheduling a detailed account of the ceremony in the April issue of *THE CAROLINA JOURNAL OF PHARMACY*. Pictures taken during the occasion and a résumé of the talks made by Congressman Durham and others appearing on the program will be included in the news story.

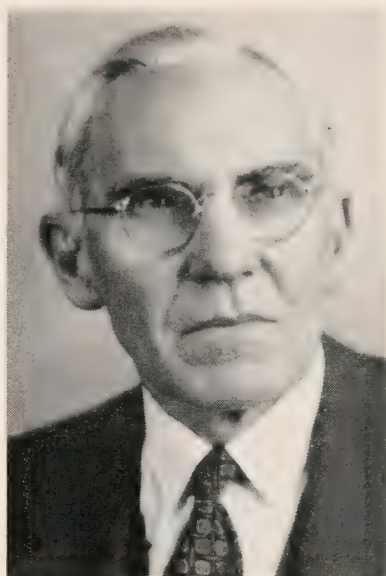
Aids Public Relations Program

Loamie Gilbert, pharmacist-proprietor of the Benson Drug Company, is in demand these days as a public speaker. A talk which he made at a recent meeting of the Benson Business Men's Club attracted so much favorable comment he was asked to deliver a similar talk to another organization in his home town.

Keynote of Mr. Gilbert's talk is the part the pharmacist plays as a "public servant." He believes that an extension of this work throughout the State will aid towards elevating the profession.

FOR SALE

Two completely equipped drug stores located in small central N. C. towns. Details from W. J. Smith, Chapel Hill.



CLYDE EUBANKS, Chapel Hill

POWERS-TAYLOR DRUG COMPANY

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Wholesale Druggists

Importers & Jobbers

Druggists' Sundries & Fancy Goods

We solicit your orders

Our experience of over 70 years

insures our ability to serve you
satisfactorily

LITTLE LULU



LITTLE LULU SAYS . . . Compare tissues—compare boxes—and you'll see why 7 out of 10 tissue users like Kleenex best! Soft! Pops Up! It's America's favorite tissue.

Only Kleenex has the Serv-a-Tissue Box • America's Favorite Tissue

BURWELL & DUNN COMPANY
DISTRIBUTOR

CHARLOTTE, NORTH CAROLINA

Urges Support of NCPA Projects

Fellow members of the Asheville Drug Club. I wish to thank you once again for having chosen me by election to succeed last year's president of this organization. It was a great honor and I want you to know that at all times I was conscious of this honor and endeavored to fulfill my duties to the best of my ability. I speak for myself and for the retiring officers who form your Executive Committee, when I say that we have tried in every decision and in every endeavor we have attempted to act in your best interests. How well we have succeeded may, in a measure, be gauged by the increased interest shown this past year in the activities of the Club.

Once again I thank the various Committee members and all the members who have allowed me and your Officers the fullest cooperation.

We all can look back with pride upon the recognition we have gained, not only in our own back yards, but in a great section of the country. I fact, we all may be justly proud of being members of this Club.

It has long been the prerogative of a retiring president to outline some suggestions to the incoming Officers. In a sense this is known as "passing the buck." But actually (in my case, at least) it is a sort of carry over of some things that I, for one reason or other, failed to accomplish. I am sincerely sorry that I did not, at least, make the attempt to carry out some of the projects I shall now suggest. So, at the risk of having you say or think, "Why didn't he do these things?" I suggest, first, that the incoming Officers appoint a FAIR TRADE COMMITTEE whose duties and concerns shall be the formation of devices to combat the threats against FAIR TRADE. That this is a great need is well recognized. This Committee should also have the duty of correcting FAIR TRADE evils that might arise within its own group. Secondly, I urge every member to support the statewide and national projects undertaken for the benefit of the drug industry. I urge all members to get solidly behind the North Carolina Research Foundation, The Institute of Pharmacy, and the proposed

campaign for a new Pharmacy Building at the University. I also bespeak the support of all members for the N. C. P. A. and its worthy endeavors.

As a member (ex officio) of the Executive Committee, and as a member, I pledge my wholehearted support to the Club and its new Officers, and I beg of each member his full support for the Club and its new Officers. So, as one of my last official acts, I request all of us assembled here tonight to rise and by acclamation pledge loyalty to this Club's newly elected Officers.

FOR RENT

One fully equipped soda shop. Can easily be converted into drug store by buying necessary drugs. Would like to sell stock of patent medicines, cosmetics, etc., and rent the building. Good opportunity for a licensed pharmacist. Located in a thriving town of 8000 people. Call William Fields, Laurinburg, Tel. 494W.



W. A. WARD, of Swannanoa, the immediate past president of The Asheville Drug Club, is shown above. His presidential speech appears on this page.

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DEATH INDEMNITY

Loss of Time: Pays \$200.00 per month for Total Disability due to accident, up to	\$12,000.00
Loss of Time: Pays \$200.00 per month for Total Disability due to sickness, up to	\$ 4,800.00
Hospital or Graduate Nurse at home, \$100.00 per month, additionally, up to	\$ 200.00
Surgeons Fees: If your injuries require a doctor, but cause no loss of time, bills are paid, up to	\$ 50.00
Double Indemnity: Should accident occur while passenger on train, street car or ship, the Death Indemnity would be	\$10,000.00
Double Indemnity: If disability is caused by accident as stated above, pays \$400.00 per month, up to	\$24,000.00

SPECIAL FEATURES

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2. Incontestable as to origin of disability.
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5. Provides claim arbitration.
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There Are Big Net Profits in Discounts

By HAROLD J. ASHE

"I make my money right here in this drug store," a successful retailer recently told me, "and this is the first place I seek an opportunity to reinvest my funds. Only after I've satisfied the needs of the store, and canvassed every possibility for using surplus funds and, in addition, retained a comfortable margin for contingencies, do I look around for outside investment opportunities.

"On the street, at service clubs, in homes of friends, hardly a week goes by but what I hear discussions by businessmen about the rare opportunities they find for investing funds outside of their own businesses. Invariably they are the same ones who, at other times, confidentially complain of lack of working capital."

In these few words this druggist has summed up a retail management philosophy too seldom appreciated. Too many businessmen, including druggists, are prone to rush out the front door in search of nickels down the street in some other venture, while overlooking the dollars to be had in their own business premises. They rob their business of working capital in order to invest it elsewhere, either in speculative ventures about which they know nothing, or in low-rate interest securities which will promote other businesses whose management has a proper appreciation of the value of working capital, even if their businessmen-investors do not. And right in there scrambling for outside investment "opportunities" that they can ill-afford to grab are a good many otherwise shrewd druggists.

Discounts Turn Losses into Profit

"I've seen a lot of fine pharmacists come and go in our business," continued my acquaintance, "and it has been my observation that most of them never learn that the

really big money-making opportunities for the small investor are right at hand in his own store.

"Nevertheless, even though they may make some money in their business, they persist in doing so the hard way and overlook some of the best profit-taking phases of drug retailing—profit opportunities that are given to them only by virtue of their business and not available to investors outside of the trade."

He cited the matter of not taking all discounts as an example of shortsightedness on the part of management lacking working capital only because of having made outside investments at the store's expense. While, during the war years, discounts were largely eliminated as a jobber and supplier practice, they may be expected to return in the wake of competitive conditions, and it is not too soon for druggists to get their financial affairs in order to take fullest advantage of this discount situation.

During the depression when many businessmen were hard pressed to break even, and many were sustaining heavy losses that culminated in bankruptcy, other concerns were showing modest returns, which, in many instances, were traceable entirely to taking every discount available to them. Discounts, let's be clear, under certain adverse business conditions where net profits have approached the vanishing point, may make the difference between success and failure, between profit and loss.

Even where a profit may be had by not taking discounts, the foolhardiness of ignoring discounts should be self-evident. When profits are high, take discounts to make them higher (or to give a competitive selling edge); when profits are non-existent, take discounts to turn losses into profits—however small.

Twenty Percent Profit Possible in Discount

Where many retailers err in respect to the importance of discounts is in not thinking—and figuring—the implications of discounts through to a sound conclusion. Because a discount may amount to only 1 or 2 percent

This article, which originally appeared in *The New York Pharmacist*, is reproduced in its entirety due to its special economic significance at this time, when overhead expenses are soaring to record heights.

BIGGEST ADV. CAMPAIGN IN HISTORY

for ITCH-BURN of ATHLETE'S FOOT



RINGWORM INSECT
BITES, POISON OAK

*Sells!
Repeats*

\$ 2.80
DOZEN
2 BONUS

AT YOUR WHOLESALERS

—
ADVERTISED

OWEN DRUG COMPANY

SALISBURY, NORTH CAROLINA



HERE'S
A
SURE-
FIRE
Repeats


FOO'
POWDER

Wonder
Formul
really
does
the
work

—
\$2.80 do
2 Bonu

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TWIN SALES TWIN PROFITS

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*Liquid and
tablets for
cold
discomforts*

ORDER FROM YOUR
WHOLESALER



\$ 2.80 Doz.
2 BONUS

\$ 1.20 Doz.
2 BONUS

OWEN DRUG COMPANY
SALISBURY • NORTH CAROLINA

of jobbers' bills does not, as I have actually had one retailer tell me in all seriousness, increase his profit by only 1 or 2 percent. Percentage-wise, where profits are concerned, the net profits, as distinguished from the gross receipts, may be increased ten or twenty percent, which makes discounting one of the most fundamental and important functions of retailing.

This same druggist, whom I have already quoted, tells me that in the twenty years that he has been in business, he has never failed to take every discount available to him, subject only to buying controls guarding against over-stocking. Year in and year out discount taking has increased his NET PROFIT by anywhere from 12 to 15 percent. The working capital necessary to take all discounts earns between 25 and 33 percent a year.

Gilt-Edge Securities Pay Less

Let's examine this question of discounts realistically. Here is a druggist who, despite difficulties, is showing a decent profit, one sufficiently great to permit reasonable personal withdrawals and at the same time leave a healthy reserve.

However, obsessed with the specter of an approaching old age, he is drawing all profits out of the business and buying gilt-edge securities that will net him about 1½ths percent interest yearly. Now the wisdom, under different circumstances, of buying such securities instead of plunging into speculative stocks is not here in question. The point is that he is siphoning off every available dollar as fast as it is rung up. This policy, in turn, has fostered a hand-to-mouth buying pattern in which he is trying to make his business thrive on a starvation diet of goods. Aside from the profit loss on "no sales" because he is chronically out of demanded merchandise, he is losing heavily on cash discounts that he passes by. He continues to blame his predicament on war-time shortages though, in his case, the war is only partially to blame, because he has been cramping himself for working funds since before Pearl Harbor.

If this druggist were to hold back as little as \$1,000 to give his store the working capital it deserves, he would, in the long

run, accumulate more—rather than less—of those same securities which mean so much to his peace of mind. Why? Because the \$1,000 used as a revolving fund to take discounts would earn far in excess of what it would realize in securities—and with equal safety.

Assume, if you will, that the amount of merchandise presently subject to two percent cash discount is \$1,000 monthly. It simply means that, by taking these cash discounts, the druggist is earning an additional \$20 a month or \$240 a year, or at the rate of 24 percent annually on his \$1,000 fund. Eventually withdrawing the discount earnings, without disturbing the principal, he can still have a \$1,000 in securities from a little more than four years discount earnings, and have the initial \$1,000 in the bargain. Or, if he has need for further discounting funds, he may pyramid the discount earnings indefinitely so long as the volume warrants more and more working capital, and all earning 24 percent a year. Such capital has really worked! That's having your cake and eating it, too!

Where can any druggist find both security and a 24 percent return on any part of his funds, save only in his own store?

In order to get on a cash discount basis, where working capital is now limited—or non-existent—it may pay the druggist to seek out his banker for a loan with which to discount his bills. At six percent interest to the bank, a tidy profit may still be made by the druggist who zealously takes his cash discounts.

Discount on Quantity Buying

Yet, in spite of this obvious profit-making opportunity within his own business, many a druggist still continues to view outside investment and even speculative pastures as greener than his own, not infrequently losing his shirt crawling through the barbed wire while trying to get out.

If on the conservative side, he congratulates himself on six percent dividends from this or that stock, an eight percent return from a real estate holding, or three percent or less from municipal bonds. Meantime, he continues to let his accounts with suppliers drag along beyond the discount period

—sometimes even jeopardize his credit rating with the trade.

In line with cash discounts may also be considered the discounts—in normal times which will soon return—ranging from five to ten percent or more for quantity buying of certain merchandise. Within margins of safety, many fast moving items may be purchased in much larger quantities than now generally prevails, even when merchandise is available in unlimited quantities.

Up to the limits of sound buying practice, with turnover of merchandise, limited store space, risks of spoilage or obsolescence and other factors in mind, merchandise may be purchased in larger quantities, carrying with such quantity orders more attractive prices where surplus funds may earn far more so invested than in any outside venture.

Go Slow in Stocking

This is not to advocate overstocking or wild buying, but rather to strike a happy medium involving sound judgment in the light of individual circumstances. Certainly the most attractive quantity discounts

might prove disastrous in the case of merchandise of dubious quality or limited or questionable demand. In fact, the offer of unusual discounts out of line with general trade practices—the kind that are just too good to be true—might serve as a warning to go slow in stocking. This, however, is a question of evaluating the merchandise offered, and does not invalidate the soundness of taking legitimate discounts, as such.

Nor, should readers misinterpret this argument for discounting, as being one in favor of speculative stocking of merchandise. Merchandise purchased solely in the hope that it will increase in value while it piles up in a back room has nothing in common with discounting, as a sound business principle. And, incidentally, readers should think twice before indulging in that kind of speculation. The experience of post World War I merchants should serve as a warning as to the inherent dangers of such speculation. Thousands of retailers were closed out by a sudden drop in wholesale prices.—*The New York State Pharmacist.*



Reaco B-Complex with C Tablets

\$20.00 Doz. 100s

Reaco A & D Capsules

\$10.00 Doz. 100s

A. E. P. Tablets

\$24.00 Doz. 100s

Pyridoxine HCl (B6) 10 mg. Tablets

\$2.75 per 100

Pyridoxine HCl (B6) 25 mg. Tablets

\$5.75 per 100

Pyridoxine HCl (B6) 50 mg. Tablets

\$9.75 per 100

Reavita Capsules

\$34.80 Doz. 100s

Your cooperation in stocking Reaco Products is appreciated.

REACO PRODUCTS

P. O. Box 1922

DURHAM, NORTH CAROLINA

NOW.. You Can Tell
Your Customers to Take Their Choice,
but take "BC"

TABLETS



POWDER

10¢ and 25¢
SIZES



★ Same famous
formula—same fast relief.
Two tablets equal one powder. Both
act quickly to relieve headaches,
the pains of neuralgia and
minor muscular aches.
Nationally distributed.
Nationally advertised.

HEARD OVER
350 Radio Stations-247 Newspapers

Sisk Elected President of Asheville Drug Club

JOE T. RUSSELL, *Secretary*

The February meeting of the Asheville Drug Club was held at Tingle's Cafe the evening of February 11th, with President W. A. Ward presiding. Twenty-seven members and four visitors were present.

The program was under the direction of Ed Nowell, J. R. Johnson, and L. G. Barefoot. Since this meeting was to be devoted to business, and the election of new officers, there was no additional program.

The first subject was the proposed bill to place tax on bottled drinks and syrups. After much discussion it was voted that the members contact their legislators personally, expressing opposition to this tax.

It was proposed by Moss Salley that druggists cooperate with "Democracy Works Here" Week, and that members close their stores February 16 from 9 a.m. to 10:15 a.m. so that all personnel might attend the rally at the City Auditorium.

Albert Chandley gave an interesting talk on Socialized Medicine, and suggested that members of the health professions write to their Senators and Representatives opposing Socialized Medicine. A further discussion will be held at the March meeting, when one of the physicians of the Buncombe County Medical Association will be present.

Reports were heard from the Executive Committee, the Treasurer, and the "Elixir." The Nominating Committee presented a slate of officers. Added to these were nominations from the floor. The nominees were as follows: For President, M. F. Teague and C. J. Sisk; for vice-president, W. R. McDonald and R. J. Johnson; for secretary, L. G. Barefoot and Joe T. Russell; for Treasurer, Ray Coppedge and John Welch; member of Executive Committee, Earl Houser.

After ballots were counted it was found that the following were elected: President, C. J. Sisk; vice-president, R. J. Johnson; secretary, J. T. Russell; treasurer, John Welch; Member of Executive Committee, Earl Houser.

The editor of the "Friday Night Elixir"

was asked to retire from the room. It was proposed by the Club to present him with some token of appreciation for the grand work which he, as a lone individual, has done for the Club from activation. Moss Salley was elected to serve as chairman to purchase a suitable gift.

Before retiring from office, President Ward made a short talk, suggesting recommendations for consideration of the president-elect and the executive committee.

After installation of new officers and pledges of loyalty and support, the meeting was adjourned.

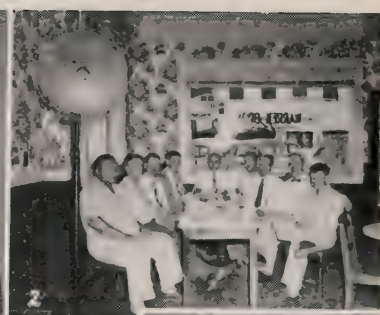
FOR SALE

Pharmacy established over 20 years. Priced for quick sale due to death of owner. Write Mrs. Boyd W. Cox, Cox Pharmacy, 1043 East 7th Street, Charlotte.



**NORTH CAROLINIANS
ASK FOR
PINE STATE
ICE CREAM**

Raleigh, North Carolina



Carolina Camera

(1) Mrs. M. L. Jacobs, left, of Chapel Hill, president of the Woman's Auxiliary of the N. C. Pharmaceutical Association, and Mrs. J. Paul Gamble, Historian of the State Auxiliary. Standing, Mrs. Lester C. Smith, President of the Charlotte Auxiliary.

(2) Curtis Nottingham, Secretary of the Virginia Pharmaceutical Association, fourth from the left, is shown with some luncheon friends. H. M. Winders, Farmville; Gamble Bowers, Richmond, Va.; W. Y. Whitley, Fremont; and J. C. Graham of Red Springs appear in the group along with others.

(3) The folks who take your cash at convention time—Miss Hattie L. Dudley, Assistant Secretary-Treasurer of the TMA, and Charlie M. Andrews, Assistant Secretary-Treasurer of the N. C. P. A. Both of these officials will be on hand to greet you when the convention gets underway in Durham on May 2.

(4) Brad Bradford, well known herpetologist, whose exposition of live rattlesnakes and other reptiles is being exhibited at sportsmen's shows throughout the country, demonstrates, with aid from his assistant, the very dangerous extraction of venom (used in certain pharmaceutical specialties) from a deadly Florida diamond-back. Displayed at the demonstration was Antivenin Wyeth (North American Antisnakebite Serum), only known specific treatment for bites by rattlesnakes, copperheads, and water moccasins of the United States. Bradford, who has suffered eleven major snakebites, one of which cost him his left thumb, attributes his recovery in each instance to prompt use of Antivenin. He considers the carrying of a package of the dried serum (which need not be refrigerated) an essential precaution for sportsmen and others traveling in snake-infested regions.

Scott Drug Company

*Wholesale and Manufacturing
Druggists*

Charlotte, N. C.

Bellamy Tours Europe

According to Hargrove Bellamy, prominent wholesale druggist of Wilmington, Congress should immediately reconsider our entire policy of aid to Europe from the taxpayer's viewpoint and should establish Europe's accountability for American aid and set up some system of reverse lend-lease.

Mr. Bellamy recently toured Europe as aide of Secretary of the Army Kenneth Royall.

"Europeans have reached the point where they expect everything from us and will do nothing in return," Mr. Bellamy stated. He continued "when an issue arises, they shrug their shoulders as if it were our responsibility."

While on the trip, Mr. Bellamy covered 16,000 miles by air and 1,000 by rail. Throughout the trip, he worked 18 hours a day.

Goode's Uses Radio Spots to Air Views on Socialized Medicine

For many years Goode's Drug Store, of Asheville, has used local radio stations to reach their many customers throughout Western North Carolina. Lately Mr. Goode decided to express his firm's views on "socialized medicine" by means of one minute radio spots over two of Asheville's stations—WISE and WWNC.

Here's a sample of the type "spot" Mr. Goode has been using:

"Do you want a politician to prescribe your medical treatment? Certain aspects of 'socialized medicine' could well create situations which would endanger, rather than improve medical service today. On a basis of freedom from restriction and reliance upon ability for advancement, our medical standards are the highest in the world. Replace this basis with one of government direction . . . make your Doctor responsible to a political superior . . . and you run the risk of destroying initiative and lowering those standards. Should Doctors have to curry favor with a politician to gain advancement. . . . Then that politician is, in effect, prescribing your treatment. Let's keep building our medical standards as we have in the past. And when you have a prescription to be filled, remember Goode's Drug Store seeks higher standards in its own field and employs only college-trained, licensed pharmacists in their prescription department."



WHITE'S
Flavor-Rich
ICE CREAM

*Nutritious-
Vitamin-packed*

GOOD!

Take a package home today!



**APPETIZING
APPETIZER**

Nutritional adequacy is an essential for normal convalescence—in geriatrics—for growing children—during pregnancy and lactation.

To stimulate the appetite and gastric secretion, thousands of physicians have employed

**VALENTINE'S
MEAT EXTRACT**

the internationally-known liquid Meat Extract. Professional literature gladly supplied on request.

Valentine's
MEAT-JUICE CO.
Richmond, Va.
SINCE 1871

ATTENTION PHARMACISTS: The advertisement above is appearing in national and sectional medical journals. Check your stock. Be sure your supply of Valentine's Meat Extract is adequate.

Information gladly supplied

P. J. Suttlemyre Elected Treasurer, A. D. F. I. Company

The 42nd Annual Meeting of The American Druggists' Fire Insurance Company was held at the Home Office of the Company in the American Building, Cincinnati, Ohio on February 15th and 16th, 1949. Present at the meeting were 23,732 $\frac{2}{3}$ shares of the Company's 30,000 shares of stock, either in person or by proxy.

The death of Company Treasurer Walter Rothwell of Philadelphia, occurred just a few days prior to the meeting and was a saddening influence for all attending. He was one of the founders of the Company and served as Pennsylvania State Agent, Treasurer, Board member and member of the Executive Committee for many years.

Company President John S. Rutledge, called to order and presided throughout. Secretary W. P. Starkey presented the annual report to the Stockholders and Directors and was complimented by all on the progress made during last year.

The Secretary's report disclosed that the Company had greatly increased its service to the drug trade during 1948. As of December 31, there was \$121,202,928.78 of insurance in force on the property of druggists which is the highest in the history of the Company. Insurance is written in 41 states on most of the worthwhile drug stores of the country.

During the year, the Company has saved the drug trade \$319,139.99 in the cost of its insurance and over its 43 years, the saving amounted to \$6,965,140.41. This saving is the result of the Company's practice of providing the drug trade exclusively with the strongest type of capital stock fire insurance at the lowest possible cost consistent with safety.

A total of \$291,517.46 in losses was paid to its druggist policyholders during 1948 and admitted assets now total \$2,742,523.85 for the protection of all policyholders. This makes the company one of the strongest in the country as an additional safety factor to policyholders. The ratio of total assets to all liabilities, except capital, is now 5.37 to 1, which few insurance companies can equal.

The vacancy in the office of Treasurer

was filled by the election of Mr. P. J. Suttlemyre of Hickory, North Carolina. Mr. Suttlemyre is prominently known in national drug circles and just completed his term on the Executive Board of the National Association of Retail Druggists. The vacancy on the Board of Directors was filled by Mr. Walter Lentz Rothwell of Hatboro, Pennsylvania, son of the late Walter Rothwell, and Pennsylvania State Agent of the Company. Mr. Joseph A. Hottinger of Chicago, was elected to fill the vacancy on the Executive Committee. All other officers, Directors and Advisory Board members are shown in the enclosed booklet.

The Directors declared the usual dividend to stockholders of \$2.50 per share, payable on March 1st, 1949, and instructed the officers to continue on as usual in carrying out the functions of the Company to better serve the drug trade in its fire insurance needs.

The Company has an agent near every druggist and stands ready to do whatever may be possible to further the interest of druggists throughout the country. By writing insurance on druggists exclusively throughout over 43 years, it believes it has become truly an expert on Drug Store Fire Insurance for your better service and protection.



P. J. SUTTLEMYRE, Hickory



SCHOOL OF PHARMACY, UNIVERSITY OF NORTH CAROLINA, CLASS OF 1903-04

Class of 1903-04

Interest in the "U. N. C. Class Picture Project," which was inaugurated several months ago by THE CAROLINA JOURNAL OF PHARMACY with the cooperation and assistance of Miss Alice Noble, Librarian at the School of Pharmacy, is gaining momentum with the appearance of each successive picture. When the first two pictures (1900-01 and 1901-02) were published, less than 25% of the students had been identified. Now, as a result of the publicity given to these two classes and much letter writing on the part of Miss Noble, complete identification of all persons appearing in the two pictures has been made. Thus the work done so far has definitely contributed to building up the historical records of pharmacy in this State.

Once the class pictures have been identified, each one will be framed and placed in the Institute of Pharmacy building, soon to be erected. A second set of class pictures, already mounted in an album, is occupying an important spot in the Pharmacy Library. Alumni-visitors to the library are almost certain to be asked to assist in the identification of some of the persons appearing in one or more of the pictures.

The picture which appeared last month (Class of 1902-03) and the current one (Class of 1903-04) will necessitate much additional work as relatively few of the students appearing in these two pictures have been identified thus far. The picture (Class of 1904-05) to appear in the April issue of the JOURNAL will necessitate little work as practically all the students have already been named.

The University has no record of pictures being made of the first three classes—1898, '99, and 1900. Mr. Julius Suttle, of Shelby, a member of the first pharmacy class to graduate at the University, says he has a picture of the Class of '98. If Mr. Suttle succeeds in locating this picture, it will be a most important addition to the set. We are eagerly awaiting further news from Shelby.

As indicated in the past, if you can positively identify one or more of the persons appearing in the picture reproduced on the opposite page, please list picture number opposite name below and mail to: CAROLINA

JOURNAL OF PHARMACY, Drawer 151, Chapel Hill, N. C.

Since it was common practice to group both classes together in the early days, we list below the names and home addresses of both the first and second year classes:

First Year Class

Benjamin Scott Abernethy, Chapel Hill
 Henry Maddrey Cooke, Murfreesboro
 Donah Josiah Atkins, Durham
 Dennis Edward Barkley, Jackson
 James Dulon Brown, Goldsboro
 David Simeon Chapman, Winterville
 Oliver Thomas Coppedge, Cedar Rock
 Richard Alexander Ellington, Reidsville
 Clarence Flagler, Stroudsburg, Pa.
 Elmer John Gardner, Ayden
 John Denby Hall, Wilmington
 Aldredge Kirk Hardee, Itiner
 William Herbert Hoffman, Statesville
 Harvey McNair Jones, Greenville
 Charles Hiram King, Durham
 Norman Walker Lynch, Bessemer City
 William Merrimon McKinney, Charleston, S. C.
 Numa Franklin Marsh, Hughes Springs, Texas
 James Edward Millis, High Point
 Charles Ernest Moore, Wilson
 Robert Rodwell Palmer, Chapel Hill
 Albert Fred Parker, Waynesville
 Roland Hurn Parker, Durham
 Maxwell Tull Payne, Morganton
 Marcus Andrew Phifer, Marshville
 Jesse Benjamin Pickelsimer, Brevard
 Joseph William Pike, Brim
 Luther Brandon Ring, Elkin
 Lewis Edward Seoggin, Warrenton
 Charles Carson Seawell, Parkwood
 Henry Birdsong Sedberry, Jr., Fayetteville
 John Allen Sykes, Greensboro
 David Whitfield Tart, Dunn
 Hiram Eldridge Thrower, Henderson
 Robert Theodore Upchurch, Apex
 John Elmer White, Waynesville
 William Robert Wilkins, Kings Mountain
 William Ray Winder, Elizabeth City
 Rufus Johnston Woodecock, Asheville

Second Year Class

Edwin Wilmer Barnes, Kings Mountain
 Claudius L. Cannon, Ayden
 W. Jasper Clements, Durham
 Yancey Baze Graves, Mount Airy
 Oscar Vernon Hicks, Goldsboro
 William Jacob Hicks, Goldsboro
 Solomon Wallace Hoffman, Statesville
 John Thomas Howell, Kenly
 John Edgar Hudson, Elkin
 Joseph Van Jenkins, Rocky Mount
 John Bunyan LeGwin, Wilmington
 Earle Wall Martin, Morven
 Wallace Durham Patterson, Chapel Hill
 Julian Alexander Pope, Lumberton
 Luther Wyatt Richardson, Kenly
 John McNeill Smith, Laurinburg

Howell Hall Happenings

JOHN C. HOOD, JR., *Reporter*

Wednesday, February 16, a meeting was held to which the entire School of Pharmacy was invited. At this important meeting a discussion regarding an issue four years old was brought to an end when those present, representing the School, voted to make the annual spring dance held Saturday night during Pharmacy Week End a formal affair.

Other business included the prospective dates for the annual affair. May 14th and 21st were considered. The dates finally selected for Pharmacy Week End at the University this year were May 13th and 14th.

A full week end of activities is being planned. This year a tea dance has been added to the Friday picnic and the Saturday night formal dance. The tea dance will be held on Saturday afternoon and will feature a floor show. It is hoped a great many of the alumni will be able to attend this gala occasion. Further information will be forthcoming as the various committees make their reports.

The graduating class selected seven representatives, all third year students from various organizations in the School of Pharmacy to comprise an important committee, which in turn will select the most eligible member of the graduating class to be recipient of the School of Pharmacy "Student Body Award," to be presented Awards Night in the Spring.

Third year students selected to serve on the committee are Arthur Brothers, James Brookshire, Donald Bennett, Ben Cooper, Doris Sauls, Marshall Vickers, and Lloyd Whaley.

About thirty students will depart on March 29th for the Lilly Laboratories in Indianapolis. They will return on April 2nd. The trip will be made by special train car. Hal Hawkins, president of the fourth year class and Danny Rhodes, secretary-treasurer, are busy making the financial collections and caring for the details on behalf of those making the trip.

* * *

It is of interest that the Pharmacy Wives held their first meeting on Thursday, Feb-

ruary 17th, at the Kappa Psi house. There were ten wives present. It is hoped that a larger number will attend in the future. A short business meeting was held and then bridge and rummy were played. A prize was awarded for high scorers in bridge and rummy. Peggy Simmons won high for bridge and Anne Lowder won high for rummy. Refreshments were served during the evening.

* * *

STUDENT BRANCH N. C. P. A.

BILL FORREST, *Reporter*

The last meeting of the Student Branch N. C. P. A. was held Tuesday, February 8th. The program for the evening was presented by the Pharmacy Senate. It was presented as a radio program with a round table discussion. Henry Dale Smith was the announcer and gave the commercials. Gene Gallogly was the moderator, and talks were given by Floyd Jones, Greg Howe, Russell Young, Hal Hawkins, John Hood, and Tommy West. After each talk the audience was given the opportunity to ask questions.

Following the program the meeting was turned over to the Rho Chi society which tapped thirteen new members.

* * *

PHARMACY SENATE

FLOYD JONES, *Reporter*

The past two meetings of the Senate were spent in preparation of a program for the Student Branch, N. C. P. A. meeting and which Bill Forrest briefs in his column.

We wish to thank Gene Gallogly, Henry Smith, Greg Howe, the "trio" and all speakers and others who took part in the presentation. Special thanks to James Alligood who so capably took charge of constructing stage fixtures and presented a most effective radio setting.

The program "went off" exceedingly well and we hope, as a result, the future pharmacists of North Carolina—now students—are more aware of their responsibilities and will take their place in effecting a better and ever progressive, greater *Profession of Pharmacy*.

RHO CHIPEGGY SIMMONS, *Reporter*

Rho Chi held its monthly dinner meeting January 27th. Thiouracil as an anti-thyroid agent was the talk presented by Robert Ross and Vann Secrest discussed the Relative Penetration of Ointment Bases. The members enjoyed both these interesting and informative talks.

We were proud to tap the following students on February 8th: Jarvis M. Alligood, Washington; Arthur E. Brothers, Elizabeth City; Donald Leon Bennett, Fuquay Springs; Floyd E. Jones, Morehead City; Robert F. Harrison, Chadbourn; Paul R. Jenkins, Como; Mrs. Doris Harrell Sauls, Raleigh; Robert E. Scharff, Asheville; Robert Richman Woody, Snow Camp; John B. Woodard, Hamlet; Robert Charles Wilson, Hendersonville; Ralph P. Rogers, Jr., Durham; William W. Northeott, High Point; John Henry Lowder, Albemarle.

These students will be initiated February 24th. At this meeting Dr. George A. Valley, Senior Research Bacteriologist, Bristol Laboratories, Inc., will deliver an address

on "Antibiotics, Past, Present, and Future." The whole is invited to hear Dr. Valley.

* * *

KAPPA EPSILONDORIS SAULS, *Reporter*

On Wednesday night February 16th, Kappa Epsilon entertained the new pledges, Margaret Booth, Betty Sparks, Sarah Pegram, and Allene Warren, and the girls who were back for the State Board at a bridge party at the Kappa Psi house. Refreshments were served and favors presented. Among the graduates attending were Lynn Blanchard and Evelyn Stutts, both class of '48.

A committee, which will be announced at a later date, was voted on to select the outstanding senior girl who is to be presented the annual K. E. award on Awards Night in the Spring.

* * *

PHI DELTA CHIJ. P. HORTON, *Reporter*

Seven new members were initiated into the chapter February 5th. They were Keith

For Over Fifty Years

CAPUDINE*The Liquid Headache Relief*

has been promoted to the people of North Carolina for sale through Drug Stores only. Millions of bottles have been sold in the state without a complaint from a consumer. In the achievement of this splendid record we give a large measure of credit to the druggists of North Carolina for their splendid professional co-operation.

*"A Good Product**Consistently Advertised"***CAPUDINE CHEMICAL COMPANY****Raleigh, North Carolina**

N. Fulbright, Guilford College; James A. Gunter, Sanford; Oscar W. Mills, Leaks-ville; William H. Randall, Falcon; William M. Shaheen, Robbinsville; Dewey H. Stone-street, Winston-Salem; and Wilbur S. Ward, Swannanoa.

In honor of the new members, a dance was held in Women's Gym on February 19th. Invitations were sent to everyone in the School of Pharmacy and were written in the form of a prescription in Latin. The dance was a great success and the chapter expresses its deepest appreciation to those who attended.

Intra-mural basketball ended last week. P. D. C. had a very successful season, losing only one game in the play-off. The boys did a splendid job and played very well throughout the season. The team consisted of Jordan, Hemingway, McGee, West, Ranche, Allen, and Benson.

The chapter has purchased a new combination radio and phonograph. The cost was divided equally among the members. Brother Bennick purchased the machine through a Charlotte dealer.

KAPPA PSI

DICK KNIGHT, *Reporter*

Kappa Psi was indeed fortunate to have Dr. Hartung for dinner, Monday, February 6th. After dinner, he made a very interesting talk, discussing his work as a research chemist while employed by Sharpe & Dohme, over a period of ten years. It was during this period that Sharpe & Dohme made such great progress in the discovery and uses of Hexylresoreinol, Dr. Hartung playing a very important role in this discovery. Dean Jacobs and Dr. Rose also attended the meeting.

Our second meeting of the month was taken up almost entirely with the election of officers for the coming year. The officers elected are as follows:

Regent: Ernest J. Rabil
Vice-Regent: Floyd E. Jones
Secretary: Arthur Brothers
Asst. Secretary: Joseph Reese
Treasurer: William Allen
Asst. Treasurer: Loy Ray Burris
Historian: Richard Knight

Reliably Prepared... Popularly Priced!



CITRATE OF MAGNESIA

Customers say "EVERFRESH"

Fair Trade Price.....25¢

You will be surprised at the low cost of this premium citrate through your jobber in case lots of 24 bottles. If your jobber is not an Everfresh distributor, write to the McCambridge and McCambridge Company.



The McCAMBRIDGE & McCAMBRIDGE CO.
Baltimore 23, Md. Sole Manufacturers

Chaplain: Harold Sauls
 Social Chairman: Harold Day
 Pledge Master: James P. Green
 Sergeant-at-Arms: Lloyd Brisson
 Athletic Co-Chairman: Reginald Ferrell
 Athletic Co-Chairman: William Horton

The new officers were installed on February 21st and have taken over their newly elected duties. A rising vote of thanks was given to the outgoing officers for the splendid manner with which they have performed their assigned duties during the past year.

After an eventful basketball season, the athletes of the Fraternity have now started spring training for soft ball. A large number of boys have turned out and from the looks of the material, a successful season is anticipated.

Clark Russell, freshman from Greensboro, N. C., and Herman Lynch, Sophomore from Wilmington, N. C., are the new pledges now in the process of becoming active members, upon initiation, the latter part of this quarter.

Probably the most eventful thing to happen at "The House" thus far, has been

the purchasing of a piano, for the amusement of some, the amazement of others. The \$64.00 question,—“Who is the leader of the band?” which seems to be progressing rapidly. We are looking forward to many fine dances in the future, “Script Free.”

* * *

GRADUATE STUDENTS

AL JOWDY, *Reporter*

The graduate seminar meets every Friday afternoon at 2:00 P.M. Since the last report, three meetings have been held. At each of these the program presented followed the general theme “recent drugs or drug types.” The speaker and the topic for discussion are posted in advance on the bulletin board to allow interested undergraduates to attend.

The speaker and the topic presented follow:

Dr. H. O. Thompson—“A review of Enteric Coatings.”

Doris Hawkins—“Dolophin.”

W. J. Sheffield—“Micro-Biological Assay.”



Lance

The Best
 Peanut Butter
 Sandwiches
 Peanuts
 Candies
 and Other
 Bakery Products

DOINGS OF THE AUXILIARIES

Greensboro Drug Circle Auxiliary

By MRS. G. E. CORY, *Reporter*

The first meeting of the new year was a luncheon meeting at Bliss' Restaurant on Tuesday, January 18. Twenty-four members were present.

The President, Mrs. Stephen Forrest, explained to the members why the Christmas Party had fallen through and asked for suggestions for a future party. A dinner party was suggested by Mrs. W. P. Brewer; possibly a Barbecue. Details were left in the hands of a committee appointed by Mrs. Forrest and composed of Mesdames Earl Adams, C. V. Cagle and A. G. Poindexter, Jr.

Mr. Norman Dalton, of the Greensboro Recreational Department, was the speaker for the day and showed a movie, "Playtime, U. S. A.," which was the story of the development of the recreational department in Decatur, Illinois. After the movie Mr. Dalton answered the questions that were asked by members of the Club. When he was asked what we, as citizens of Greensboro, could do to further the recreational facilities of our own city, he suggested that we write our City Council and indicate our sympathy with the proposed plan to issue a bond to finance an enlarged recreational program. Mr. Dalton pointed out that Greensboro needed particularly indoor space and at least three new swimming pools.

* * *

Mr. Bill Brown can no longer be seen at the Green Street Drug Store but is now with Crutchfield Company.

* * *

Mr. Petrea has moved from Cecil Russell Drug and is now with the Wilkerson-McFalls Drug Store.

* * *

Mr. and Mrs. J. N. Eubanks have gone to visit the John Voehringers at their home at Sunset Island, Miami Beach, Florida.

* * *

At the February meeting of the Greensboro Drug Circle Auxiliary the President, Mrs. Forrest, called upon Mrs. I. O. Wilkerson, our Chaplain, to give us the blessing.

Final plans for the party discussed at the January meeting were outlined. Mrs. Forrest announced that we would have a "Winter Picnic" for the members and their families at the Guilford Dairy Clubhouse, with Mrs. E. E. White furnishing the food.

The meeting was then turned over to Mrs. Ralph J. Sykes, Hostess Chairman, who introduced our speaker, Mrs. Ben L. Smith, who talked to us on the subject of Flower Arrangements.

* * *

Mr. and Mrs. L. Philip Mayrand had as their houseguest Mrs. Mayrand's sister, Mrs. Thomas McCrea of Philadelphia.

* * *

Mr. P. A. Hayes attended "Small Business Day" in Washington, February 16. Approximately 400 business men and their wives from 40 states attended this important meeting held by the National Small Business Men's Association. Mr. Hayes was accompanied by Mrs. Hayes.

Charlotte Woman's Druggist Auxiliary

MRS. D. L. SMITH, *Corresponding Secretary*

The Charlotte Woman's Druggist Auxiliary held a luncheon and business meeting in a private dining room at Efrid's February 8th at 12 o'clock.

Mrs. Lester C. Smith, president, presided, and welcomed new members and guests. The invocation was given by Mrs. J. W. Bennick. Several vocal numbers were given by Robert Rhyne, accompanied on the piano by Mrs. J. E. Allen.

The table was centered with a bowl of red and white gladioli. Mrs. J. Lloyd Fesperman had charge of the program and introduced two honor guests; Mrs. M. L. Jacobs of Chapel Hill, president of the Woman's Auxiliary of the North Carolina Pharmaceutical Association, and Mrs. J. Paul Gamble of Monroe, state historian. Mrs. Jacobs gave an interesting report on the work done by the State Auxiliary.

Mrs. Jacobs, Mrs. Gamble, and the local

(Continued on Page 137)

Asheville Drug Club Charts Annual Program

By JOE T. RUSSELL, ADC Secretary

The Executive Committee of the Asheville Drug Club met in the Medical Library over Goode's Drug Store February 23 for the purpose of planning projects and appointing committees for the current year.

Committees named are as follows:

Membership: Beaman Pinner, Chairman; Thompson Hiles, Ed Brown.

Attendance: Ralph Hadden, Chairman; John Morrison, R. C. Sisk.

Fair Trade: W. A. Ward (reappointed), Chairman; Albert Chandley, Ed Nowell, Don Plemmons.

Program:

March: J. R. Johnson, Chairman; Shuford Snyder, Earl Houser.

April: M. F. Teague, Chairman; C. R. Hinkle, Joe Greenspan.

May: W. A. Ward, Chairman; Don Plemmons, Joe Meyer.

June: Albert Chandley, Chairman; H. T. Graham, H. C. Rigby.

July: David Morgan, Chairman; R. J. Johnson, Ed Brown.

August: Moss Salley, Chairman; W. M. Jordon, Harry Wilson.

September: W. R. McDonald, Jr., Chairman; Earl Tate, W. P. Rogers.

October: Beaman Pinner, Chairman; John Morrison, L. G. Crouch.

November: R. C. Sisk, Chairman; M. L. Cable, L. G. Barefoot.

December: Stacy Smith, Chairman; H. H. Pressley, J. P. Adams, W. A. Buhman.

January: H. L. Bishop, Chairman; J. M. Tatum, L. B. Brookshire.

February: George Matthews, Chairman; Thompson Hiles, Herschel Roberts.

Other business transacted by the Executive Committee. Selection of Langren Hotel as a meeting place for the coming year, with the exception of December, that month the choice of meeting place to be made by the Program Committee. Plans for a more active participation by the Club in the campaign to retain Fair Trade on the legislative acts of the nation. The gearing of the Club's talents and resources to any worthwhile project in the best interests of

pharmacy and the pharmacist; more helpful programs for the monthly meetings. Reappointment of the present editor of the Club's bulletin, "Friday Night Elixir." The voluntary offer of help from some members in the publication of the bulletin. The outline of plans for the attempt to gain 100% participation in the Club's affairs by all members and the plans to renew old members (already being carried out).

L. R. Wilson Dies

Lowry Reed Wilson, age 56, prominent pharmacist of Lowell and manager of the Lowell Drug Company, died March 10 following a sudden heart attack.

Mr. Wilson was born in Gaston County, June 2, 1892. He attended The Westminster School in Rutherfordton and the U. N. C. School of Pharmacy. He was licensed as a pharmacist in 1916 and joined the N. C. P. A. in 1924.

He is survived by his wife and three sons. A son, L. R. Wilson, Jr., was killed in action in Germany, April 15, 1945.

Asheville Auxiliary Elects

The Asheville Woman's Auxiliary of the N. C. P. A. and T. M. A. met on March 4 at the home of Mrs. H. R. Laidlaw. Officers installed at the meeting were: Mrs. Edwin Brown, president; Mrs. H. R. Laidlaw, vice-president; Mrs. James Harrison, secretary-treasurer; Mrs. Maurice Cable, corresponding secretary; and Mrs. A. R. Upchurch, reporter.

Following the installation of officers, a delightful tea was enjoyed by the fourteen members present.

The retiring president, Mrs. Albert Chandley, was presented a strand of pearls by Mrs. Lloyd Jarrett.

CHARLOTTE AUXILIARY

(Continued from Page 136)

president received shoulder bouquets of white carnations. Mrs. J. E. Allen and Mrs. W. K. Gardner had charge of a Valentine contest, and Mrs. Wilkins Harden won the prize. The door prizes were won by Mrs. D. L. Smith, Mrs. George Hughes, and Mrs. M. W. Stone. Fifty members attended the meeting.

Contributors to Research Foundation Named

The directors of the N. C. Pharmaceutical Research Foundation recently authorized Secretary E. A. Brecht to release the names of contributors to the Foundation since its organization about two years ago. If your name appears below as one of the supporters of this commendable program, you have made a direct contribution to the progress of pharmacy in North Carolina. You have assisted the School of Pharmacy in building its teaching staff and of strengthening and enlarging its research program; you have aided the School in securing approval to offer graduate work leading to the Ph.D. degree; you have helped the School to increase its library facilities; you have been instrumental in the establishment of a drug plant garden; you have, in short, made an exceedingly wise investment in your own profession.

Secretary Brecht lists the contributors to the N. C. Pharmaceutical Research Foundation as follows:

UNDESIGNATED FUND

Traveling Men's Auxiliary, N. C. P. A.

H. L. Bishop, West Asheville Pharmacy, West Asheville

Paul B. Bissette (3), Bissette's Drug Stores, Wilson

Paul Bissette, Jr., Bissette's Drug Stores, Wilson

D. L. Boone, Boone Drug Company, Durham

C. H. Beddingfield, Beddingfield Brothers, Clayton

G. H. Britt, Melvin's Pharmacy, Raleigh

L. B. Brookshire, West Asheville Pharmacy, West Asheville

W. L. Buhmann, Liggett Drug Store, Asheville

Brainard M. Burrus, Professional Drug Store, Sylva

James R. Casteel, Mr. and Mrs., Durham Drug Company, Durham

A. B. Chandley, Goode's Drug Store, Asheville

F. Herman Cline, T. A. Walker, Inc., Charlotte

M. L. Cline, Pinner's Drug Store, Asheville

A. L. Cochrane, Jr., Jackson Drug Company, Jackson

C. T. Council, B. C. Remedy Company, Durham

R. I. Cromley, Cromley's Drug Store, Raleigh

E. C. Daniel, Zebulon Drug Company, Zebulon

O. C. Edwards, Edwards' Drug Company and Tina-Cide, Raleigh

John R. Elson, Jr., Community Pharmacy, Enka

John R. Elson, Sr., Community Pharmacy, Enka

John R. Elson, Sr., Elson's Drug Store, Enka

John R. Elson, Sr., Elson's, Inc., Enka

J. B. Gaither (W. H. King Drug Company), Raleigh

H. I. Gattis, Hayes-Barton Pharmacy, Raleigh

W. A. Gilliam, Summit Street Pharmacy, Winston-Salem

S. B. Hall, Hall Drug Company, Mocksville

A. Kirk Hardee, Hardee's Pharmacy, Charlotte

W. E. Hardee (Abbott Laboratories), Charlotte

J. W. Harrell (E. R. Squibb & Sons), Raleigh

James W. Harrison (Dr. T. C. Smith Drug Company), Asheville

H. E. Henrikson, (Winthrop-Stearns, Inc.), Charlotte

J. E. F. Hicks, Goldsboro Drug Company, Goldsboro

V. W. Horton, Langren Drug Store, Asheville

M. H. Hoyle, Cooleemee Drug Company, Cooleemee

C. E. Ingle, Ideal Drug Store, West Asheville

A. R. Johnson, Nashville Drug Company, Nashville

R. J. Johnson, Langren Drug Store, Asheville

E. L. Kritzer, Purcell Drug Company, Albemarle

D. Clyde Lisk, Lisk Pharmacy, Charlotte

B. O. Lockhart, McDuffie-Eubanks Drug Company, Greensboro

Roger A. McDuffie (3), McDuffie-Eubanks Drug Company, Greensboro

A. N. Martin (2), Rosemary Drug Company,
Roanoke Rapids
Thomas H. May, N. C. Board of Pharmacy,
Wake Forest
W. D. Pearce (Wyeth, Inc.), Raleigh
B. L. Pinner, Pinner's Drug Store, Asheville
H. G. Price, Rex Hospital Pharmacy, Ra-
leigh
Thomas R. Rand, Hayes-Barton Pharmacy,
Raleigh
I. T. Reamer, Reaco Products, Durham
I. W. Rose, School of Pharmacy, Chapel
Hill
Joe Russell, Goode's Pharmacy, Asheville
W. Moss Salley, Salley's Drug Store, Ashe-
ville
C. J. Sisk, Malvern Hills Drug Store, Ashe-
ville
J. E. Smith, E. H. Tate, and L. C. Under-
wood, Lenoir Drug Company, Lenoir
Samuel W. Smith, Sterling Drug Company,
Charlotte
John E. Treadwell, Person Street Pharmacy
No. 1, Raleigh
W. L. West, Tart and West, Roseboro
C. R. Whitehead, Ramseur Pharmacy, Ram-
seur
W. Y. Whiteley, Whiteley Drug Company,
Fremont
W. R. Wilkins, Wilkins Drug Company,
Mocksville
Morrison P. Williams, Myers Park Phar-
macy, Charlotte

Wholesale Drug Companies

Burwell & Dunn Company, Charlotte
Justice Drug Company (4), Greensboro
W. H. King Drug Company (2), Raleigh
Peabody Drug Company, Durham
Dr. T. C. Smith Drug Company, Asheville

Retainer Fees

B. C. Remedy Company, Durham
Sharpe & Dohme, Inc., Philadelphia, Pa.

GENERAL ENDOWMENT

Greensboro Drug Circle, Greensboro
Standard Drug Company, Winston-Salem
Fred Adkinson, Adkinson Drug Company,
Avondale
J. E. Andes, Parson Drug Company, Wades-
boro
J. O. Andrews, Andrews' Drug Store, Win-
ston-Salem
B. D. Arnold, Arnold Rexall Drugs, Raleigh
J. G. Ballew, Ballew's Pharmacy, Lenoir
H. L. Barnes, Sr., Maola Milk and Ice
Cream Co., New Bern

Germain Bernard, Durham Drug Company,
Durham
Mrs. G. K. Bess, Sylva Pharmacy, Sylva
J. H. Best, Best Drug Store, Greensboro
Paul Bissette, Jr., Bissette's Drug Stores,
Wilson
A. Bracy Bobbitt, Bobbitt's Pharmacy, Win-
ston-Salem
H. F. Bobbitt, Clinic Drug Store, Glen
Alpine
C. F. Browne (Sharpe & Dohme, Inc.), High
Point
A. C. Browning, Crutchfield-Browning Drug
Company, Greensboro
E. W. Buchanan, Liggett Drug Store,
Greensboro
R. A. Buchanan, Mann's O. Henry Drug
Store, Greensboro
L. R. Burrus, Rock Drug Store, Valdese
C. V. Cagle (Justice Drug Company),
Greensboro
E. L. Cahill, E. W. O'Hanlon Drug Com-
pany, Winston-Salem
C. M. Cain, Henrietta Mills Stores No. 2,
Caroleen
Raymond G. Carroll (Justice Drug Com-
pany), Shelby
Virginia Caudle, N. C. Baptist Hospital
Pharmacy, Winston-Salem
J. C. Coble, Hotel Pharmacy, Greensboro
J. M. Cocks (O'Hanlon-Watson Drug Com-
pany), Winston-Salem
Frances Cole, Patterson Drug Company,
Winston-Salem
A. H. Cornwell, Economy Drug Store, Lin-
colnton
G. T. Cornwell, Cornwell Drug Stores, Mor-
ganton
C. T. Council (2), B. C. Remedy Company,
Durham
T. G. Crutchfield, Crutchfield-Browning Drug
Company, Greensboro
G. L. Dallas, Carolina Drug Company, Leaks-
ville
J. M. Darlington (O'Hanlon-Watson Drug
Company), Winston-Salem
D. R. Davis, Davis Pharmacy, Williamston
Joe M. Davis, Read Drug Company, Win-
ston-Salem
E. W. Dayvault, Dayvault's Drug Store,
Lenoir
H. M. Deal, McNairy's Drug Store, Lenoir
L. C. Derrick (Carroll, Dunham, Smith Co.),
Greensboro
J. H. Dever, C. C. Fordham Drug Store,
Greensboro
D. A. Dowdy (2), Mann Drug Company,
High Point

- W. G. Dudley, Jr., Carolina Apothecary, Reidsville
- Roy C. Eller, Belmont Drug Company, Belmont
- C. W. Ellington, Hotel Drug Store, Greensboro
- A. G. Elliott, Elliott's Pharmacy, Fuquay Springs
- Clyde Eubanks, Eubanks Drug Company, Chapel Hill
- J. N. Eubanks, McDuffie-Eubanks Drug Company, Greensboro
- William B. Evans, McDuffie-Eubanks Drug Company, Greensboro
- J. V. Farrington, White Oak Pharmacy, Greensboro
- Dewey Ferrell, Greensboro Drug Company, Greensboro
- C. C. Fordham, Jr., C. C. Fordham Drug Store, Greensboro
- C. M. Fordham, Greensboro Drug Company, Greensboro
- Kenneth V. Franklin, Franklin's Carolina Pharmacy, Raleigh
- Russell E. Franklin, Franklin's Drug Store, Greensboro
- E. P. Gaddy, Textile Drug Store, Greensboro
- J. P. Gamble, Gamble's Drug Store, Monroe
- Robert S. Garland, Mann Drug Company, High Point
- F. O. Garren, Walgreen Drug Company, Winston-Salem
- W. T. Glass, Jr., Standard Pharmacy, Wilmington
- Malcolm S. Goodwin, Goodwin's Pharmacy, Apex
- R. S. Gorham, May & Gorham, Rocky Mount
- H. C. Greene, Kiser Drug Company, Charlotte
- James Greene, Jr., Greene Drug Company, High Point
- J. Greenspan, Goode's Drug Store, Asheville
- O. Griffin, Griffin Drug Company, Roanoke Rapids
- W. B. Gurley, Windsor Pharmacy Company, Windsor
- J. P. Hall, Hall's Drug Store, Oxford
- S. C. Hall, Hall's Drug Store, Oxford
- W. B. Halsey, Patterson Drug Company, Winston-Salem
- T. J. Ham, Jr., Yanceyville Drug Company, Yanceyville
- Rush Hamrick, Kendall Medicine Company, Shelby
- Rudy Hardy, Professional Drug Store, Sylva
- John T. Hart (Lederle Laboratories), Greensboro
- G. C. Hartis (Parke, Davis and Company), Winston-Salem
- Joe A. Hern, People's Drug Store, Valdese
- H. H. Herndon, Harrison's Drug Store, Marion
- H. L. Hitchcock (Hollingsworth Unusual Candies), Winston-Salem
- Bonnie Hoffman, Hoffman Drug Company, High Point
- J. F. Hoffman, Jr., Hoffman Drug Company, High Point
- Robert L. Hollingsworth (Wm. S. Merrell Company), Matthews
- J. C. Hood, J. E. Hood & Company, Inc., Kinston
- W. H. Houser, Houser Drug Company, Cherryville
- John L. Howerton, Liggett Drug Store, Greensboro
- J. Boyce Hunter, Park Place Pharmacy, Charlotte
- Shirley Hurwitz, McDuffie-Eubanks Drug Company, Greensboro
- James A. Hutchins, Hutchins Drug Store No. 1, Winston-Salem
- L. W. Ingram, Ingram's Pharmacy, High Point
- J. C. Jackson, Hedgpeth's Pharmacy, Lumberton
- Charles James, James Pharmacy, Hillsboro
- Arthur E. Joiner, Arthur's Pharmacy, High Point
- Dolan Jones, Jones Drug Company, Monroe
- Wayne Jones, College Pharmacy, Greensboro
- W. Lawrence Jones (Abbott Laboratories), Greensboro
- Hunter L. Kelly, Watts Hospital Pharmacy, Durham
- Banks D. Kerr, Wilkerson-McFalls, Greensboro
- R. E. Kibler, Kibler Drug Company, Morganton
- Mose Kiser, sec.-treas., Guilford Dairy Co-operative Assoc., Greensboro
- A. A. Koonts, Koonts-McGee Drug Company, High Point
- V. J. Lindenschmidt, Walgreen Drug Company, Winston-Salem
- F. Philip Link, Gardner Drug Company, Reidsville
- T. P. Lloyd, Carolina Pharmacy, Chapel Hill
- W. H. Lucas, White Oak Pharmacy, Greensboro
- F. F. Lyon, Lyon Drug Company, Oxford
- R. P. Lyon, Fox & Lyon Drug Store, Wadesboro
- O. W. McFalls, Pomona Drug Store, Pomona

- Sam W. McFalls, McFalls Pharmacal Company, Greensboro
- Mrs. Emma McFarland, Sec., Missildine's Pharmacy, Tryon
- M. T. Y. McManus, Crescent Drug Company No. 1, Winston-Salem
- Charles E. Malone, Malone's Cut Rate Store, Salisbury
- R. C. Maness, Textile Drug Store, Greensboro
- D. L. Martin, Spray Drug Company, Spray
- C. Knox Massey (2), (Harvey-Massengale Company), Durham
- L. P. Mayrand, Manufacturing Chemist, Greensboro
- E. E. Merchant, Jr. (Abbott Laboratories), Winston-Salem
- M. C. Miles, Miles' Pharmacy, Henderson
- John C. Mills, Mills' Drug Company, Cliffside
- W. Lee Moose (Vick Chemical Company), Greensboro
- Dave S. Morris, (Colgate-Palmolive-Peet Company), Welcome
- M. G. Morris (2), (E. R. Squibb & Sons), Greensboro
- H. C. Newsome, Carolina Drug Store, Winston-Salem
- J. P. Norman, Liggett Drug Store, Greensboro
- C. C. O'Brien, Best Drug Store, Greensboro
- James S. O'Daniel, Hickory Drug Company, Hickory
- E. W. O'Hanlon, O'Hanlon Drug Store, Winston-Salem
- E. W. Oliver, Oliver's Drug Store, Greensboro
- J. T. Overton, Sandhill Drug Company, Southern Pines
- G. L. Oxner, Elam Drug Company, Greensboro
- W. W. Parker, Jr., Parker's Drug Store, Henderson
- Robert Parsons, Green Street Pharmacy, Greensboro
- F. S. Petrea, Russell Drug Company, Greensboro
- W. P. Phillips, Phillips Drug Company, Morganton
- J. Frank Pickard, Home Drug Company, Greensboro
- J. C. Powell, (Drug Specialties, Inc.), Winston-Salem
- Albert P. Rachide, Cherry Point Pharmacy, Havelock
- John F. Rhem, Tom's Drug Store, Wilmington
- W. F. Rhyne, Rhyne's Drug Store, East Gastonia
- J. P. Richardson, Dayvault's Drug Store, Lenoir
- I. H. Rider, (O'Hanlon-Watson Drug Company), Winston-Salem
- H. M. Ridge, Jr., Clover Brand Dairies, High Point
- C. A. Ring, Jr., C. A. Ring and Son, High Point
- Culas Roberson, Tri-City Pharmacy, Spray
- Carlton Robinson, Hawthorne Pharmacy, Winston-Salem
- Ralph P. Rogers, Rogers Drug Company, Durham
- E. W. Rollins, N. C. Baptist Hospital Pharmacy, Winston-Salem
- I. W. Rose, School of Pharmacy, Chapel Hill
- Lon D. Russell, Cecil Russell Drug Company, Greensboro
- Rufus C. Russell, Elm Street Pharmacy, Greensboro
- Thomas Wayne Russell, Elm Street Pharmacy, Greensboro
- Armond J. Schlieff, (Norris Candies), Winston-Salem
- V. V. Seerest, Seerest Drug Company, Monroe
- G. A. Shieder, Carolina Pharmacy, Asheville
- W. C. Simmons, (Winthrop-Stearns, Inc.), Winston-Salem
- William A. Simmons (2), Willson Drug Store, Winston-Salem
- T. S. Simpson, (Justice Drug Company), Greensboro
- R. C. Sisk, Radford Drug Company, Asheville
- J. A. Sitison, Hollingsworth Pharmacy, Mount Airy
- E. LeVert Smith and Henry E. Smith, Bobbitt College Pharmacy, Winston-Salem
- E. P. Sneed, Holloway Street Pharmacy, Durham
- Y. E. Spake, Spake Pharmacy, Morganton
- W. C. Steen, (Eli Lilly and Company), Salisbury
- C. G. Stephens, White Oak Pharmacy, Greensboro
- Mac W. Stevens, Ingram's Pharmacy, High Point
- C. F., D. H., and A. D. Stonestreet, Acadia Pharmacy, Winston-Salem
- James P. Stowe and Company, Druggists, Charlotte
- J. A. Suttle and J. Albert Suttle, Jr., Suttle's Drug Store, Shelby
- J. L. Sutton, Sutton's Drug Store, Chapel Hill

C. W. Swaney, Swaney Drug Store, Winston-Salem
 J. W. Sykes, Revolution Drug Company, Greensboro
 R. J. Sykes, Revolution Drug Company, Greensboro
 W. G. Thomas, Thomas Drug Store, Varina
 C. B. Tiller, Draper Pharmacy, Draper
 John E. Tilley, Madison Drug Company, Madison
 George A. Threewitts, Threewitts' Drug Store, Littleton
 J. W. Tyson (2), Green Street Pharmacy, Greensboro
 J. T. Usher (2), Asheboro Street Pharmacy, Greensboro
 John W. Valentine, (John W. Valentine & Son), Raleigh
 W. E. Wagner, Liggett Drug Store, Greensboro
 H. L. Walker, (Justice Drug Company), Greensboro
 B. R. Ward, Goldsboro Drug Company, Goldsboro
 J. W. Ward, (O'Hanlon-Watson Drug Company), Winston-Salem
 W. A. Ward, Ward's Drug Store, Swannanoa
 B. G. Warren, Warren's Drug Store, Rural Hall
 T. B. Waugh, (Justice Drug Company), Greensboro
 A. Earl Weatherly, Irving Park Manor, Greensboro
 T. P. Webb, Jr., Paul Webb and Son, Shelby
 Sam E. Welfare, Welfare's Drug Store, Winston-Salem
 J. F. West, Swaney Drug Store No. 1, Winston-Salem
 Lee A. Wharton, Gibsonville Drug Company, Gibsonville
 Walter R. White and J. A. Jones, Hunter Drug Company, Warrenton
 I. O. Wilkerson, Wilkerson-McFalls, Greensboro
 F. J. Williams, Jr., (W. H. King Drug Company), Durham
 F. J. Williams, Sr., (W. H. King Drug Company), Durham
 Laurel Williams, Green Street Pharmacy, Greensboro
 M. V. B. Williams, O'Hanlon Drug Store, Winston-Salem
 Charles R. S. Willson, Willson Drug Store, Winston-Salem
 C. A. Wilson, Wilson's Drug Store, Monroe
 B. H. Wolfe, (Parke, Davis & Company), Greensboro
 J. C. Woodard, (S. E. Massengill Company), High Point

C. T. Woodward, (The Upjohn Company), Greensboro
 E. W. Woolard, Woolard's, Henderson
 Isaac L. Zuckerman, Mann's O. Henry Drug Store, Greensboro

Wholesale Drug Companies

Bodeker Drug Company, Richmond, Va.
 Owens and Minor Drug Company, Richmond, Va.
 Scott Drug Company, Charlotte

Drug Plant Garden Endowment

John W. Allen, Roger's Drug Company, Fair Bluff
 J. H. Fox, Asheboro Drug Company, Asheboro
 Mrs. E. D. Millaway, Burlington
 G. K. Moose, O. K. Richardson, and W. R. Richardson, Boone Drug Company, Boone
 E. L. Ray, Standard Drug Store, Asheboro
 J. F. Smith, West End Pharmacy, West End
 W. J. Smith, Secretary, N. C. P. A., Chapel Hill

E. V. Howell Memorial Endowment

Memorial Fund from Committee, University of North Carolina
 E. G. Arps, E. G. Arps Drug Store, Plymouth
 C. D. Blanton, Kings Mountain Drug Company, Kings Mountain
 George G. Buchanan, (Parke, Davis & Company), Sanford
 J. A. Goode, Goode's Drug Store, Asheville
 G. C. Kelly, Kelly's Drug Store, Lillington
 M. B. Melvin, Melvin's Pharmacy, Raleigh
 J. E. Sparks, The Apothecary Shop, Elizabeth City
 Beatrice Averitt Willis, Fayetteville

Frank W. Hancock Memorial Endowment

Frank W. Hancock, Jr., Oxford
 G. A. Flintom, White Oak Drug Company, Greensboro
 A. H. A. Williams, Williams Home Drugs, Oxford

J. G. Beard Memorial Endowment

J. C. Hood, Ashford, Chadwick, Buchanan, Browning, Worthington, Bradshaw, and Hogan, Kinston
 R. B. Bolton, Bolton Drug Company, Rich Square
 Charles W. Holton, Essex Falls, N. J.
 Lucy Lee Kennedy, Duke Hospital Pharmacy, Durham

E. L. Riggsbee and J. C. Fox, Jr., Village Pharmacy, Chapel Hill	William W. Taylor, Duke Hospital Pharmacy, Durham
Jessie Lee Smith, Duke Hospital Pharmacy, Durham	P. L. Trotter, (Parke, Davis & Company), Chapel Hill
E. L. Tarkinton, Bissette's Drug Stores, Wilson	Ruth Aycock Wooten, Duke Hospital Pharmacy, Durham

SUMMARY OF FUNDS

	<i>Number of Contributions</i>	<i>Total Amount</i>	<i>Average</i>
Undesignated Fund*	78	\$16,040.00	\$205.64
Endowments:			
General	208	\$21,948.50	\$105.48
Drug Plant Garden	7	167.00	23.86
Memorial Endowments:			
E. V. Howell	9	\$ 1,326.12	\$147.35
Frank W. Hancock	3	610.00	203.33
J. G. Beard	10	125.00	12.50
Totals	315	\$40,216.62	\$127.66

* The undesignated fund is the only one from which the principal of the contributions may be expended by the directors.

This report and summary does not include retainer fees for research and income from investments. A complete report, including disbursements, will be made at the annual convention in Durham.

The Foundation has come a long way in the two years and two months since its beginning. It has been successful far beyond expectation and far beyond its limited means in promoting education and research in North Carolina pharmacy and in bringing

good will to the profession.

To continue this good work it is obviously necessary that its financial support continue. In addition to the necessity for increased endowments for permanent security there is an immediate necessity for more contributions to the Undesignated Fund (the only fund from which the principal may be expended by the directors) to finance the current budget. Contribute now and as often as you can.

E. A. Brecht
School of Pharmacy
Chapel Hill, N. C.

My check for \$....., payable to the "N. C. Pharm. Research Foundation," is enclosed for the fund checked.

Check one:

- () General Endowment
() J. G. Beard Memorial Endowment
() E. V. Howell Memorial Endowment
() Frank W. Hancock Memorial Endowment
() Drug Plant Garden Endowment
() Undesignated Fund (principal may be expended by the Board of Directors)

Name.....

Firm.....

Address.....

City.....

NEWS BRIEFS

Asheville—Bob Sisk is entertaining his friends these days with an interesting account of his recent trip to Havana. He recommends Cuba as being "an excellent place where tired druggists can spend a delightful vacation."

Greenville—Replacing Paul Tart at Bisette's Drug Store is Robert H. Seaborn, formerly of Biggs Drug Store. Tart is now co-partner with John Thornton in the operation of Fitchett's of Dunn, a business they purchased shortly after the first of the year.

Charlotte—Wilkins Harden has moved to Columbia, S. C., where we understand he will operate a professional pharmacy. He was formerly associated with the Hawthorne Pharmacy of Charlotte and Person St. Pharmacy 2 (now Hayes Barton Pharmacy) of Raleigh.

Sparta—Mr. and Mrs. Charl H. Sanders, formerly of Wilmington, are now assisting in the management of the B. & T. Drug Company. Mrs. Sanders, the daughter of Mr. and Mrs. T. Roy Burgiss, is well known locally. Prior to graduation from the School of Pharmacy, U. N. C., and to their work in Wilmington, both Mr. and Mrs. Sanders had helped Mr. Burgiss during summer terms and at various holiday periods.

Marion—H. H. Harndon writes that after taking care of a few hungry fish in Florida he has returned to Harrison's Drug Store.

Denton—T. B. Fearrington has accepted a position as pharmacist with the Denton Drug Store. This firm is managed by J. W. Royal.

Waynesville—J. Louis Cobb has submitted an illustrated story, "The Time The Sun Turned Green" to *Esquire* and has high hopes of it being accepted for publication.

PROFIT SPOT

(Continued from Page 102)

We believe that close cooperation between the druggist and the supplier will gain more business for both. This cooperation calls for selling products on merit and observing sound merchandising plans while steadfastly disregarding idle gossip and far-fetched promises.

CASTEEL NAMED DIRECTOR

(Continued from Page 109)

ington Duke on Tuesday night, May 2. Mr. John MacCartney, Director of Public Relations for Parke, Davis & Company, and Mr. Warren Foster, an associate of The Coca-Cola Company of Atlanta, will be the chief speakers.

A business session will follow on Wednesday morning; a trip to Chapel Hill in the afternoon with a special two hour variety show, either in Chapel Hill or Durham, is being considered as we go to press. Although the Morehead Planatorium is not scheduled to open until May 10, there is a possibility a special show will be staged for our group.

Two business sessions and the Annual T. M. A. Party, all in Durham, are slated the last day—May 5—of the convention. One of the chief speakers will be Allen Newcomb, Secretary of the National Wholesale Druggists Association. Watch for complete details in the April issue of this publication.

State Press Lauds Research Program

Widespread publicity was given to accomplishments of the research department of the University's School of Pharmacy by the press of the State on Sunday, February 27th. The special news story, written and illustrated (with four col. picture layout) by R. W. (Bob) Madry, head of the University's News Bureau, appeared in the *Greensboro Daily News*, the *Charlotte Observer*, the *Durham Herald*, the *Raleigh News and Observer*, the *Winston-Salem Sentinel* and other papers.

Reprints of the story and layout have been mailed to all drug stores in the State with the suggestion further publicity be given to activities of the pharmacy research program at the University by posting the reprint on fountain backbar, front window, or other suitable spot in the store.

MR. DRUGGIST:
 WITH YOUR HELP IN THE PAST
 12 MONTHS, MORE MILES
 PRODUCTS HAVE BEEN SOLD
 THAN IN ANY OTHER 12-MONTH
 PERIOD IN HISTORY.
 MILES LABORATORIES, INC.

MILES SAYS "THANK YOU" FOR YOUR HELP

You, Mr. Druggist, probably are not surprised to learn that the past 12 months have been banner ones for Miles products... the increased sales in your own store have doubtless been telling you this right along throughout these months.

You know, as well as we do, that such sales records could not have been attained without the long-standing confidence and cooperation that exists between us.

Throughout the years Miles has tried to live up to the faith you show in us. We have tried to live up to your confidence by ACTION rather than words.

1. As long ago as 1906 Miles was spending

hundreds of thousands of dollars to bring Fair Trade Protection to the thousands of struggling druggists across the nation. From then until now we have been among the leaders in championing Fair Trade.

2. Under Fair Trade Miles has always given the druggist fast turnover and a generous profit.
3. To help you sell *more* Alka-Seltzer, One-A-Day (Brand) Vitamins and Miles Nervine, Miles has given you more advertising support than almost any

other drug manufacturer.

4. Consistently in all its advertising, Miles says "AT ALL DRUGSTORES." That magic phrase is appearing in more than 70 million copies of magazines *every month*. In addition, Miles 21 nation-wide broadcasts each week repeat this same druggist command over and over again—reaching 8 out of 10 of the 38,000,000 radio homes in America.

Along with thanks for your wonderful cooperation in the past, we should also like to express a promise and a prediction: In the next twelve months, we at Miles will continue to do everything we can to boost your sales and profits to an even higher figure. With your continued confidence and support, we are sure that even better days are ahead for both of us.



MILES LABORATORIES, INC.

—who for more than 60 years have worked to make business better for the American druggist.

King's



Twin Tradition . .

. . { FRIENDLINESS
DEPENDABILITY

In our service to the retail druggist the twin tradition of friendly and dependable service is the objective of the entire King organization.

First, because the friendly relationship enjoyed throughout the years in dealing with you makes business a pleasure.

Second, we want you to depend on us for the merchandise you want when you want it, and in the quantities that fit your needs.

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Wholesale Druggists

Raleigh, North Carolina

"The House of Friendly and Dependable Service"

The Carolina **JOURNAL OF PHARMACY**

Published Monthly by the North Carolina Pharmaceutical
Association at Chapel Hill, N. C.



THE MOREHEAD-PATTERSON MEMORIAL TOWER AT CHAPEL HILL—
One of the most beautiful places on the campus of the University of N. C.
This and many other campus buildings may be visited during the May 4th
afternoon session of the Convention.

April, 1949

Vol. XXX

Number 4

IN THIS ISSUE

PROGRAM

**SIXTY-NINTH ANNUAL CONVENTION
OF THE
N.C. PHARMACEUTICAL ASSOCIATION**

restraint

Unromantic and prosaic as he eventually came to be,
the medicine man of another era once enjoyed great favor.

With no laws and little conscience to guide him,
his methods were bombastic, his speech grandiloquent.

No claim was too fantastic for him to make.
All that mattered was selling his "two-for-the-price-of-one" cure-all.
Here today, gone tomorrow—that was his motto.

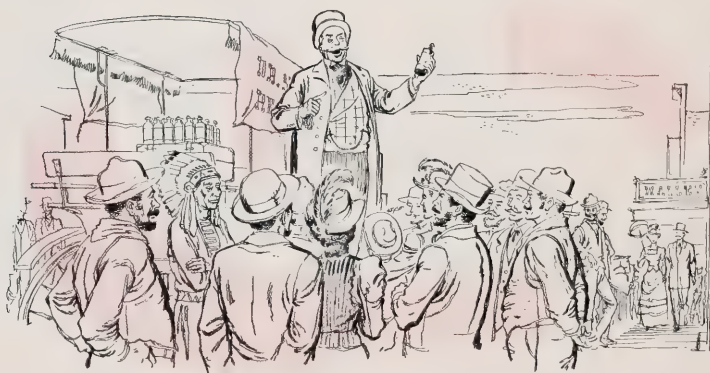
Vigorous, intensive promotion of medicinals is still the rule,
but the methods of the roving medicine man belong
to the era of American folklore.
Ethics of the highest degree govern the promotion of Lilly Products.

Restricted to the health professions,
therapeutic claims are based on the results
of exhaustive laboratory and clinical research.
Exaggeration and misrepresentation are studiously avoided.

This policy of restrained promotion is calculated to build
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but in the pharmacist who features the Lilly Label as well.

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Trademark

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CHLOROMYCETIN is a pure crystalline substance having specific antibiotic activity effective against an impressive array of micro-organisms.

In the history of CHLOROMYCETIN, chance has played little part. Starting from past knowledge of antibiotic activity in soil organisms, thousands of soil samples were collected throughout the world, cultured, and screened for antibiotic properties. Definite activity was found in cultures of *Streptomyces venezuelae*, an organism named for its place of origin. The active antibiotic was then isolated in pure form. Its chemical configuration was determined and reproduced by synthesis. CHLOROMYCETIN is therefore the first antibiotic for therapeutic use that can be produced by both natural and chemical methods.

The important indications for CHLOROMYCETIN, thus far, include:

**UNDULANT FEVER • BACILLARY URINARY INFECTIONS
PRIMARY ATYPICAL PNEUMONIA • TYPHOID FEVER
TYPHUS FEVER • SCRUB TYPHUS • ROCKY MOUNTAIN
SPOTTED FEVER**

CHLOROMYCETIN can be administered efficiently by the oral route, yielding effective blood levels. It is supplied in Kapseals of 0.25 Gm.

CHLOROMYCETIN is being called to the attention of physicians by advertisements in leading Medical Journals.

Literature for your Physicians' Reference File is available on request.

PARKE, DAVIS & COMPANY • DETROIT 32, MICHIGAN

Warning Regarding Possibility of Phenol Poisoning Through External Application

Our attention has been called to an article in the *Journal of the American Medical Association* for March 19, 1949, entitled "Death Due to Phenol Contained in Foille." It appears from this article that a product known as "Foille Emulsion," manufactured by the Carbisulphoil Company of Dallas, Texas, was applied externally in the treatment of first and second degree burns and apparently so much of the material was used that the amount of phenol absorbed caused death.

This product has since been recalled from the market because it apparently did not bear a warning on its label regarding the possibility of phenol poisoning from its application.

We direct your attention to the following warning regarding phenol, issued by the Food and Drug Administration some time ago in its "Memorandum on Warning Statements," under Section 502 (f) (2) of the Federal Food, Drug and Cosmetic Act. This warning is still effective:

"Carbolic acid in preparation for external applications: Note: Products containing more than 2 per cent of carbolic acid are not considered safe for indiscriminate distribution.

"Warning: When applied to fingers and toes, do not use a bandage.

"Apply according to directions for use, and in no case to large areas of the body."

The Food and Drug Administration has also issued the following specific ruling:

"Phenol—Articles containing 1% or less of phenol need no warning; products containing more than 1% but not more than 2% must bear warning against application to large areas and that bandages should not be used when the product is applied to fingers and toes; products containing over 2% phenol are usually not safe for indiscriminate distribution. TC-413, February 24, 1944."

The recall of this product and the death apparently due to its improperly controlled application emphasize the importance of alerting pharmacists and physicians once

more to the danger from the application of external preparations containing phenol. All products containing phenol should be labeled in accordance with the suggestion quoted above and pharmacists should add whatever precautionary measures seem indicated to properly protect users of such products against possible harm.

The Rogers Visit Mexico

"We had a wonderful trip, but we were mighty glad to get back," was the remark made by Mrs. Ralph Rogers when we asked her about the trip she and Mr. Rogers made to Mexico recently.

They made the trip by train, and were a part of a congenial group interested in seeing as much as possible in the three weeks they allotted themselves for the trip.

In Mexico City, in addition to seeing the many remarkable things there, Mr. Rogers and other Rotarians in the group, attended a meeting of the Rotary Club. An interpreter was provided for them and they thoroughly enjoyed the meeting.

While in Mexico they saw the pyramids which are credited to the Aztec civilization. They had been covered with mounds of earth, and excavation started in 1933. They are made of stone slabs, and have tunnels running through and under them.

When asked what impressed them most during the trip, however, Mr. and Mrs. Rogers commented on the friendliness of the people. They never seemed to become tired or bored of answering questions—in fact, made it apparent they were seeking an opportunity to be of help to the tourists.

On the return trip, Mr. and Mrs. Rogers were in New Orleans for the Mardi Gras.

Quality That Brings Customers Back!

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Fountain Fruits
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**Order through your local
drug house or candy jobber!**

Made by E. B. Evans Co., Phila., Pa.

making and maintaining a **REPUTATION**

an old aphorism states that it is easier to make a reputation than to maintain it

It is to the credit of the ORETON® preparations of male sex hormone that they have not only established their therapeutic efficacy from the day of their introduction to the medical profession, but they also have paved the way, year in and year out, for the development of new clinical uses.

The continuing reputation for excellence of the ORETON preparations means continuing demand on the part of the physician—for intramuscular ORETON to be administered in the office and for oral and topical preparations by prescription.

ORETON

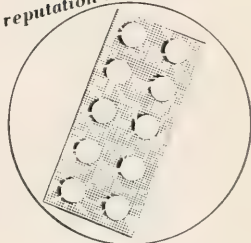
ORETON (Testosterone Propionate U.S.P. XIII)
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pellets for implantation.

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Flavor-Rich
ICE CREAM

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Vitamin-packed*

GOOD!

Take a package home today!

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Wholesale Druggists
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Druggists' Sundries & Fancy Goods

We solicit your orders
Our experience of over 70 years
insures our ability to serve you
satisfactorily

**"Socialized Medicine"
Headlines Asheville Program**

By J. T. RUSSELL, Secretary, ADC

Dr. L. Nelson Bell, one of Asheville's leading physicians, was the chief speaker at the March meeting of The Asheville Drug Club. The subject of Dr. Bell's address was "socialized medicine."

The speaker stated, in the event government medicine is adopted in this country, wage earners would be taxed at the rate of 6% up to \$4,800 a year, and employers would pay a tax of 6% up to \$3,600 a year. Under the present system of medical care, which is the best in the world, Dr. Bell said the cost is only one-third the estimated cost of "socialized medicine."

After discussing the vast amount of red tape that would be involved in administering "government medicine," Dr. Bell suggested a number of things which might be done to further improve and extend medical care in this country, without making the individual a ward of the state. Specifically, he suggested that public health education be expanded; that encouragement be given to programs designed to increase the number of physicians, dentists and other professional personnel; encourage and promote hospital insurance plans; to stimulate competition among practitioners; and, finally, to provide for the unfortunate but to refuse to pamper those who refuse to take care of themselves.

Following Dr. Bell's address, The Club adopted a motion by Albert Chandley that each member write a letter to his Congressman, expressing opposition to the enactment of "socialized medicine."

Secretary Russell was directed to write the President of the Buncombe County Medical Society, and express the Club's appreciation for Dr. Bell's most informative address.

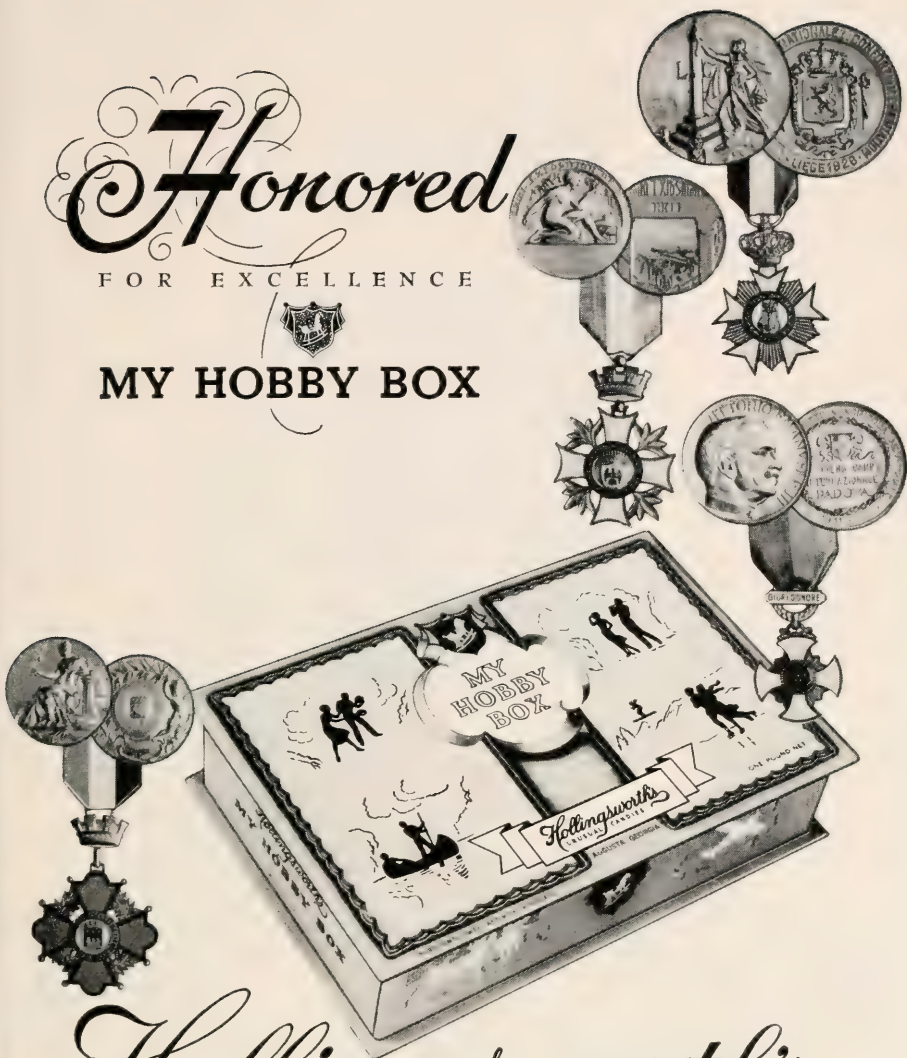
A discussion of plans for National Pharmacy Week concluded the session. W. Moss Salley, Maurice Cable and J. P. Adams are in charge of arranging displays during The Week. Charles J. Sisk, President of ADC, is in charge of special radio programs on pharmacy during National Pharmacy Week.

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UNUSUAL CANDIES

FOR THOSE WHO LOVE FINE THINGS

Hunter's
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You may sell any Norwich product with our

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By this we mean

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THE NORWICH PHARMACAL COMPANY

NORWICH, NEW YORK

Norwich

NATIONAL BABY WEEK

MAY 1st - MAY 7th

Johnson's BABY PRODUCTS

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	12 Doz.	6 Doz.	Doz.
J. & J. Baby Powder, Small.....	\$.78	\$.80	\$.82
J. & J. Baby Powder, Medium.....	1.94	2.04	2.16
J. & J. Baby Powder, Large.....	3.80	4.01	4.22

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"Ask your friend from Bodeker"

THE BODEKER DRUG CO.

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PINE STATE
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Raleigh, North Carolina

The Name at the Top—It's EVERFRESH



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Name among qual-
ity brands assures
PROFITS—
Assures
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"The swing is def-
initely toward the
brands the public
knows."

Fair Trade Price
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THE ALL NEW 1949
STANLEY KNIGHT
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BERRYHILL-WARD SALES COMPANY

524 E. TRADE STREET

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YOUR STATE ASSOCIATION IS WORKING
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SUPPORT IT

Plan to attend the North Carolina Pharmaceutical
Association Convention at Durham,
May 3rd, 4th and 5th

WE HOPE TO SEE YOU THERE



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“Good Drug Wholesalers since 1882”

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
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W. J. SMITH, MANAGING EDITOR

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No. 4

A Study in False Values

By THURMAN SENSING

The 81st Congress of the United States is being asked to approve assumption by the federal government of responsibility for the welfare of the people along many lines—medicine and health and education and housing and many others.

Thus we see a continuation of the trend toward the "government'll take care of you" idea which sincere, patriotic Americans, regardless of political affiliation, know must be reversed if our republic is to survive.

It is said that when Benjamin Franklin came out of the hall where they were holding the Constitutional Convention, the people crowded around him and asked, "Mr. Franklin, what do we have?" His answer was, "You have a republic, if you can keep it." We have now reached that period in our history when it must rather soon be decided whether we "can keep it."

We cannot keep our republic if we continue to destroy the dignity of the individual. Nearly 2,000 years ago it was laid down that "If any would not work, neither should he eat." At first thought, that seems like a hard rule. But a great moral issue is involved, a moral issue that no nation can violate and remain a great nation.

An individual who gains his subsistence from sources outside his own efforts must inevitably lose his independence, his self-reliance, his initiative; he no longer has the energy and the incentive to create and build

and accomplish. A nation of such individuals is doomed for oblivion, willy-nilly. Time and again nations in history have attempted to violate this rule—and always with the same result. Yet the idea of getting "something for nothing" is so seductive that people continue to try it.

Far and beyond all other nations in history, the United States of America has seemed to be destined to make secure the dignity of the individual. Our whole system of government is founded on the Christian principle that the individual is supreme, that the individual is responsible for his own welfare and his own future. More than any other, our nation has proven that the system works—by becoming the most powerful, the most productive nation in the history of the world in the comparatively short period of 160 years; by serving as the arsenal of democracy in two world-wide wars; by making it possible for its people to attain the highest standard of living the world has ever known.

But even here—where it should never happen—we seem to be suffering from the general sense of false values that is plaguing the world today. The Socialist aim, expressed in the phrase "each according to his needs," has produced an unnatural, even an immoral, state of mind among many people. This is in face of the fact that it must be obvious, on reflection, that the system which professes to distribute rights to the satisfaction of needs and ignores the sources from which those needs can alone be supplied, must in-

evitably collapse. This is the situation in Great Britain now, where a Socialist government has control, and it is the trend in this nation, whether we know it or not and whether we believe it or not.

Let us at least realize what we are doing as we consider turning the provisions of our welfare over to the government. Let us beware of these false values. Want must never have priority over Worth. The Union Membership Card must never be of more importance than the Skill of the Craftsman. The Rationing Coupon must never be more needful to the housewife than Cash. And, finally, the Debtor must never be the master of the Creditor.

It is well to want things. Freedom from Want was one of the rankest of the delusions offered by the New Dealers! It is also well to satisfy these wants—but this can be done only by the “sweat of one’s brow” and not by the benevolence of a paternalistic government. It just won’t work any other way.

Physicians Collect 88% of Bills

The old adage that the last bill a person pays is his doctor’s may still be true. But for twelve years the U. S. physician’s collection percentage has gotten steadily better. In 1947 the average doctor received payment on 88 per cent of his bills, according to a nationwide survey conducted by *Medical Economics*, national business magazine for physicians. Results of the study are published in the April issue of that magazine (out April 5).

In 1935, the magazine reports, the average independent physician collected 74 per cent of his bills. The percentage jumped to 78 per cent in 1939, 87 per cent in 1943, and 88 per cent in 1947.

One-third of all independent physicians collect at least 95 per cent of their accounts, *Medical Economics* points out, on the basis of its latest quadrennial survey. Full specialists are paid a bit more regularly than general practitioners. The former collect 90 per cent, on the average; the latter 87 per cent.

New Edition of “Review of Pharmacy” Published

The new sixth edition of Dr. George W.

Fiero’s “Review of Pharmacy” was published late in January, according to an announcement of John Wiley & Sons, publishers of the book.

Presenting the latest pharmaceutical information on drugs and preparations in a condensed form, the “Review of Pharmacy” replaces the widely used fifth edition published in 1943. Changes in the new edition include the substitution of English for Latin to conform to the presentation used in the latest revisions of the *United States Pharmacopoeia* and the *National Formulary*; and the expression of official doses in metric units in accordance with current usage. Dr. Fiero has divided his subject matter into discussions of practical pharmacy, Galenical pharmacy, materia medica, toxicology, and elementary chemistry.

Dr. Fiero has been technical advisor at Stanco, Inc., and research director of Daggett and Ramsdell. He also taught pharmacy from 1925 to 1942 at the University of Southern California and the University of Buffalo.

The price of “Review of Pharmacy” is \$3.00.



Our North Carolina State Agent is:

F. O. Bowman

P. O. Box 688

Chapel Hill, N. C.

Our South Carolina State Agent is:

Ralph M. Crosson

1812 Marion Street

Columbia 3, S. C.

It's Convention Time

Beginning on page 186 of this—The Program Issue of The Carolina Journal of Pharmacy—you'll find complete details of the 69th Annual Convention of the N. C. Pharmaceutical Association and its two affiliated auxiliaries, The Woman's Auxiliary and The Traveling Men's Auxiliary.

Glance over the program. Note we have scheduled some of the nation's top speakers; the entertainment is expected to equal or surpass that which has been presented in the past. And the ladies who attend have something nice in store for themselves, what with a whole series of luncheons, bridge parties, a fashion show . . . and prizes for everyone.

For the good news, turn to the program section beginning on page 186.

New Pharmacies Opened in State

New pharmacies recently opened in the State, or scheduled to open for business within the immediate future, include:

(1) Lewis Drug Company, 149 West Avenue, Kannapolis. The owner, W. C. Lewis, was formerly associated with the F. L. Smith Drug Company, Kannapolis.

(2) Eckerd Drugs, Inc., 420 North Trade Street, Winston-Salem. The manager, E. G. Green, comes from a similar position in the Eckerd store of Durham, which is now managed by C. A. Beaman.

(3) Cox Pharmacy, College Village, Winston-Salem. This pharmacy, owned by Robert O. Cox, is in the section soon to be occupied by Wake Forest College.

(4) Underhill and Kallam, Madison. John A. Underhill, the co-owner and manager, has been identified with the drug business of Madison for many years. Recently he worked for Mann's of Reidsville.

(5) The Medical Center Pharmacy, Marker St. & Mocksville Avenue, Salisbury. This pharmacy will be managed by W. A. (Bill) Morton, who, until recently, was associated with the Innes Street Drug Company of Salisbury.

(6) Craig Drug Company, Aberdeen. The owner, L. B. Craig, was formerly in business in Vass.

(7) Carswell Drug Company, Cor. Club & Watts Street, Durham. The owner, A. Paul Carswell, formerly operated a drug store in the same city at 402 South Driver Avenue (now owned and operated by L. S. Sullivan). A pictorial description of the new

Carswell Drug Company appears in this issue of the JOURNAL.

Several established drug stores have been sold since the first of the year. Those that we have a record of include:

(1) The New White Oak Drug Company, 2435 Fairview Street, Greensboro, has been purchased by W. B. Evans from J. V. Farrington and others. Mr. Evans, formerly an employee of McDuffie-Eubanks of Greensboro, assumed active management of the business on April 1.

(2) Clyde P. McMillan has purchased the Vass Drug Store, Vass, N. C., from L. B. Craig, who, in turn, opened a new pharmacy in Aberdeen.

(3) The Edgemont Pharmacy (formerly A. & S. Drug Company), 1114 Angier Avenue, Durham, is now the property of R. G. Kale. The position which Mr. Kale vacated at Center Drug Store, Durham, in order to assume active management of his newly purchased store, has been filled by J. C. Taylor.

(4) Mr. and Mrs. Charl H. Sanders have purchased the B. & T. Drug Company, Sparta, from Roy Burgiss and Dr. C. A. Thompson. Both Mr. and Mrs. Sanders are licensed pharmacists.



LET'S FACE THE FACTS

Fact is—sales on Pal Hollow Ground Blades keep booming. And for two good reasons. 1—Because once a man comes face-to-face with Pal, he's pals with it for keeps. 2—Because you druggists keep telling your customers about Pal Hollow Ground. We register our thanks . . . so does your cash register, because Pal gives the highest profit of any nationally-advertised blade.

"Pal's the Blade It Pays to Push"



**DOUBLE
and
SINGLE
EDGE**

Pal Blade Co., Inc. 13 West 57th St. N. Y. C.



Carswell Opens Large Suburban Pharmacy in Durham

One of the State's largest and most modern suburban pharmacies recently was opened in Durham by the pharmacist-owner, Mr. A. P. Carswell. Occupying a brand new brick building, the pharmacy is 35 feet in width, 80 feet in length.

Mr. Carswell came to Durham more than 15 years ago and established a pharmacy in East Durham, which he built into a prosperous business. Late last Fall he decided to dispose of the business to Lawrence S. Sullivan and erect a new pharmacy on property adjacent to his residence in West Durham.

The present Carswell Drug Company is on the corner of Club and Watts Street in the general area of Watts Hospital. A large electric sign, which incidentally represents a larger investment than Mr. Carswell started his original pharmacy with in 1932, is mounted on the building so that it can be seen from two different directions.

The building front is composed of 8 glass windows, 12 feet in height, and a Herculite glass door. Most of the fixtures, built by Morrison, are of the open display type. The show cases are electrically lighted.

The cosmetic department is on the right as one enters the front door. Mrs. A. P. Carswell, who does part time work in the store, is shown on the opposite page, in front of one section of the cosmetic wall shelving, which has mirror backs.

The left portion of the new pharmacy, not shown in picture, contains a Fischman soda fountain, 5 double booths of blond oak, a Whitman refrigerated candy case and the sundry department at the rear.

Mr. Carswell takes great pride in his semi-open prescription department, which is finished in "hospital white" and contains ample adjustable shelving for the pharmacy's complete stock of prescription items. Note the prominent display which Mr. Carswell gives to his certificates, which is recommended by the State Board of Pharmacy.

The building is air-conditioned and heated by oil. In the utility room, located near but separated from the prescription department by a partition, is the ice machine,

which centers an inclined drainage trough especially designed by Mr. Carswell.

A small office adjoining the prescription department readily serves Mr. Carswell as a convenient place for his records, office equipment and the like.

Mr. Carswell features motorcycle delivery service and has provided ample parking space for automobile customers.

Total investment, including building, fixtures and stock, amount to approximately \$75,000. When questioned about the operation of his new pharmacy, Mr. Carswell stated that business the first month was better than he had expected . . . which is another way of saying "It pays to modernize."

Delegates to the Durham Convention, particularly those interested in revamping their present pharmacies, will do well to visit Carswell's while in that section. Mr. Carswell extends a hearty welcome to all interested persons to come by and inspect his newly established business.

For Maximum
RESPONSE

In Secondary Anemias

Investigators have stressed the advantages of therapy with both crude liver and iron in various types of secondary and nutritional macrocytic anemias.

For effectiveness and convenience,
select

LIQUID EXTRACT OF
LIVER WITH IRON

"Valentine"

a suitable aqueous crude liver extract containing many desirable fractions and all B-Complex factors native to liver, with an assimilable form of iron. Supplied in 8 fl. oz. bottles.

Valentine Co.

RICHMOND, VA.

Since 1871

ATTENTION PHARMACISTS: The advertisement above is appearing in national and sectional medical journals. Check your stock. Be sure your supply of Liquid Extract of Liver with Iron "Valentine" is adequate.

Information gladly supplied



Present and Former Employees of Eubanks Drug Co., Chapel Hill

CLYDE EUBANKS HONORED

Presented 50 year-old mortar and pestle "for lifetime of constructive work in field of Pharmacy"

Mentioned briefly last month was the news that Clyde Eubanks of Chapel Hill had been awarded the N. C. Pharmaceutical Association's prized "mortar & pestle" for a lifetime of constructive work in the field of Pharmacy. Since the original news story was prepared in advance of the actual presentation, and of necessity was limited in its scope, this month we are pleased to release additional details of the ceremony.

The award was presented in the auditorium of Howell Hall of Pharmacy on the afternoon of March 13. Present for the occasion were 210 pharmacists and friends of Mr. Eubanks, many of them having traveled for considerable distances to attend the exercises.

Following the formal part of the program, the N. C. P. A. was host to the guests at a tea served in the library of the School. Several young women students of the School as well as a number of members of The Woman's Auxiliary assisted with the tea. In particular, Mrs. W. R. Adams of Carolina Beach came several days ahead of the ceremony and assisted in preparations for the tea.

Many of Mr. Eubanks' former employees returned to greet their boss. Mr. John Koonce, of Chadbourne, the first employee of Eubanks Drug Store, was present and made a splendid impromptu talk. Norman Lynch, of McColl, S. C., who Mr. Eubanks succeeded as president of the N. C. P. A. in 1926, was also present.

W. J. Smith, secretary of the N. C. P. A., presided. The principal speakers were Chancellor Robert B. House of the Univ. of North Carolina, Mayor Robert W. Madry of Chapel Hill, and Congressman Carl T. Durham. U. S. Senator Frank P. Graham made a brief talk to conclude the formal part of the program.

In presenting the award to Mr. Eubanks, President Ham said:

"After hearing this praise of Mr. Eubanks, you are well aware that the N. C.

Pharmaceutical Association Mortar and Pestle award is being given to a pharmacist who is well-deserving of this high honor—as well as to a person who will bring honor to the award itself.

"The Mortar and Pestle Award was originated last year, thus Mr. Eubanks is the second pharmacist to be so honored. The purpose in presenting such an award is to recognize outstanding achievement and service in the field of pharmacy. You are well aware of Mr. Eubanks' fitness in this respect.

"As we have examined the actual Mortar and Pestle to be presented here today, we have found that it is especially appropriate to Mr. Eubanks. Mr. Eubanks began the practice of Pharmacy here at Chapel Hill in 1892—the Mortar and Pestle was cast at about that time. Thus Mr. Eubanks' period of service in the profession of Pharmacy is approximately equal to the life of the mortar and pestle.

"To us the mortar and pestle has taken on new beauty through its use in preparing medication for the sick. At the time it was
(Continued on Page 162)

A Credit to Mr. Eubanks

In attendance at the Clyde Eubanks "Mortar & Pestle Award" ceremony were many present and former employees of Eubanks Drug Store. Some of the pharmacists (opposite page) who were present for the occasion included:

First row, left to right: Lon D. Russell, Greensboro; John E. Koonce, Chadbourne; Mr. Eubanks; Congressman Carl T. Durham, and Rupert Jernigan, Chapel Hill.

Second row: J. S. Glenn, Mount Olive; D. L. Jordan, Raleigh; F. D. Culpepper, Louisburg, and T. P. Lloyd, Chapel Hill.

Third row: Paul H. Thompson, Fairmont; Miss Helen Duguid, Chapel Hill; Rudolph Pittman, Chapel Hill, and James S. White, Mebane.

Fourth row: J. N. Eubanks, Greensboro; Paul Eubanks, Chapel Hill; Jesse Pike, Greenville, S. C., and David D. Claytor, Winston-Salem. Copies of this picture (8 x 10) available from Wallace Patterson, Chapel Hill, price \$1.

EUBANKS

(Continued from Page 161)

east, it was not without beauty—but the many marks of usage apparent has given it character, as well as a noble history.

"Mr. Eubanks, at the time of beginning the practice of his profession, was a young man, tireless, energetic, ready for the world. He lost no time in proving to Chapel Hill and to our pharmaceutical association that he was ready and able to render service to his community and to his profession. When we go into our archives, we are impressed with the role he has played in our organization, in addition to his operation of his store of service.

"Mr. Eubanks, in recognition of the many things mentioned here today, and as a token of our love and esteem, we present to you the second N. C. Pharmaceutical Association Mortar and Pestle Award! May it and you, be a shining example to our young pharmacists of what the profession of Pharmacy can and should mean."

Chancellor House, who has been Mr. Eubanks' teacher in Sunday School for the past twenty-two years, had this to say about this outstanding pharmacist:

"The year 1892 is very significant in history. Dr. Eubanks came to Chapel Hill that year, and I was born that year. I didn't come to teach Dr. Eubanks for twenty-odd years, but when I got here I found out he was going all right and I went to school to him. What we are doing this afternoon is not only celebrating the service of a man great in the history of Pharmacy in North Carolina, but we are celebrating literally a member of the faculty of the University of North Carolina who has given as long and as arduous a service to the University as any man in its history. There are no formalities about this. Dr. Eubanks does not have any position in the University, and as far as I know, never has—no titles or anything of that sort. But if there is any village, not only in North Carolina or in the United States, but in the world, in which everything is a part of the University and a part of the boys' and girls' study, Chapel Hill is that sort of village, and it is impossible to think of Chapel Hill without Eubanks Drug Store, and it is impossible to think of Eubanks Drug Store, which has produced many other great personalities, without thinking of Dr. Eubanks.

"Emerson says, 'What you are speaks out so thunderously that I cannot hear what you say.' Dr. Eubanks has never been given to speaking in any formal way or in any long way to the students or to the public, but the steady rhythm of his life, attention, and a character that goes in that attention, is one of the greatest of the lessons that he teaches.

"I was asked particularly to talk about

the moral and spiritual—the religious—activities of Dr. Eubanks. It would embarrass him to try to expatiate on that. For twenty-two years I have been privileged to teach the Bible Class at the Methodist Church. That's not about me—that's to give authenticity to what I want to say. We call that the Men's Bible Class, and there are many who make it, I believe, a unique class. But if everybody there except the Dr. were asked who runs that class, there wouldn't be any doubt about it. Everybody knows that's Dr. Eubanks' class.

"If the church is not likely to be warm enough for the class, the man who sees about the furnace is Dr. Eubanks. If the lights are apt to go wrong and they are apt to go wrong in our buildings from time to time, the man who has been there early enough to check up on that is Dr. Eubanks. If it's just some little touch of attention to this, that, or the other detail about the class, the man who has foreseen that and who has attended to it is Dr. Eubanks. Quietly, unobtrusively, you don't see what he is doing, but things run.

"I emphasize these little physical details because mental and moral and spiritual preparation are all a part of that same attention, rhythm, week by week. He's officially never absent from the class but once a year—that's when he attends the annual meeting of the National Association of Retail Druggists. He has been sick, I think, about three times in the past twenty-two years. So I'm sorry we cannot give him a perfect attendance record in our class, but he deserves it as well as any man who has ever been a member of that class. I talk with affection about the class and Dr. Eubanks there, because it is exactly the same thing in the church. Sunday by Sunday, meeting of the Board of Stewards after meeting of the Board of Stewards, or whatever there is to be done about the church, Doc is there.

"Incidentally, there are two circles of those who know Dr. Eubanks intimately, the great body of us who call him 'Doc' and the Chapel Hill boys who call him 'Boss.' The man who really ought to be making this speech is a man like Bruce Strowd who calls him 'Boss' and that is a title of honor and of respect and of accurate description. It is not by the imposition of his will on anybody that he is 'Boss'—it's by his example. It's by that known capacity he has to be there, to stay through, to think afterwards, to follow up. Religion to him is not to try to express it in inexpressible terms of spiritual satisfaction and humility. Religion to him is a job of work and he is on that job day in and day out.

"And what I might say about his attention to his business, to his Bible class, to his church, could be extended through the community and through the University. Whatever there is that may be in the line requiring the attention of the principle of

intelligence and moral concentration on the thing in hand, whether it's the life of a student, the life of a member of the faculty, some public question, what not, Doc is there when it begins, stays through, he follows up. Now that is a demonstration that does not require words, and in his services to his fellowmen, Doc is not a man of very many words. Occasionally he feels called upon in the Bible class to add a word—he brags on the teacher too much, that's his only fault—but beyond that he says something revealing from the depths of a rich and powerful life, a force that makes for the making of men and women in our civilization.'"

Mayor Madry stressed Mr. Eubanks' many sided achievements and his leadership in the development of the University community.

He pointed out that he had served on the Board of Alderman for 25 years, part of the time as mayor pro-tem, that he had been a director of the Bank of Chapel Hill for 40 years, 32 as director, and president since 1942.

Congressman Durham, who was an employee of Eubanks Drug Store for 26 years, spoke as follows:

"I am very glad to be here with you today and add what I can to a well deserved honor won by a member of our profession of pharmacy, and at this time to congratulate the School of Pharmacy, the North Carolina Pharmaceutical Association, and all the druggists of this state for the work
(Continued on Page 165)



T. J. Ham, Jr. (left), of Yanceyville, President of the N. C. Pharmaceutical Association, is shown here presenting the 50 year-old inscribed mortar and pestle to Mr. Eubanks.

What can you say about Sealtest Ice Cream?



It's good business to keep reminding your customers that the name Sealtest is "something special."

Here are some of the things you can say, with pride, that Sealtest means—

- 1 Extra quality**—the ingredients used are the finest, purest available. They must measure up to special Sealtest standards.
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Feature Sealtest in your store displays and promotions, and profit by the great Sealtest advertising program that's selling for you.

If you aren't a Sealtest dealer, call the Sealtest Company in your area, and learn how you can profit with Sealtest products.

Southern Dairies



The Measure of Quality

TUNE IN

SEALTEST VARIETY THEATRE
NBC • THURSDAY NIGHTS

EUBANKS

(Continued from Page 163)

done in promoting our profession to its present status in our nation. Our profession now is recognized by all government agencies as a science, and not just one of merchandising. I believe it to be the duty of all our profession to stand squarely behind the policy that our profession is one of science, and declare our principles on such a policy and, by the same token, resist anything in violation thereof.

"I first met the gentleman you are honoring here today in 1902 or 3 on a cold, snowy January morning as he was opening his store. I rode a mule some eight miles as a small boy to procure medicine for a colored man my grandfather had raised from a boy. He was sick with pneumonia and I would have risked my life for him. Mr. Eubanks said "Boy, what are you doing here so early in the morning?"

"Later in years I was employed by him. As the years passed this business acquaintance ripened into one of the finest friendships I have enjoyed down through the years. It is difficult to appraise fairly the qualities or to estimate justly the character of a friend. We are too apt to permit our devotion to color our judgment and to sway our words. It is hard to restrain the ardor of friendship in speaking of so widely known and attractive a man as Mr. Eubanks, because a just appreciation would stand upon a foundation of understatement.

"I believe it was MacCauley who said that if one stopped under a doorway for a moment with Edmund Burke to escape a shower, he would be impressed with a certainty that he had met a kindly man. That is true of Mr. Eubanks. His charm of manner is unexcelled and his general knowledge makes him a personality at once outstanding and pleasing. His vigorous and penetrating mind always at work has gained for him a wide variety of knowledge.

"Suffice it to say that for all of his adult life I know of no great cause affecting the profession of pharmacy for which he did not use his talents to promote. He did this with cheerfulness and high spirits. He is a man who believes intensely in his side of an argument, but he is tolerant of opposition. He is every ready to praise an adversary of ability and character who speaks with conviction and sincerity.

"He believes in the reverence of life and has respect for the value of people. And to all this he has added the manners of a gentleman.

"May I say in closing, as one who knows him; who admires his extraordinary ability and attainments that the great outstanding quality in his make-up is his intense and ever present belief in the God of his fathers.

"He is an inspiration and helpful guide

in determining our course of conduct in our profession of pharmacy, and it is my fervent prayer that, rising among us and coming to us in the future, there will be others who approach his stature."

In speaking of his former employer, Mr. John Koonce of Chadbourn had this to say, in part, about Mr. Eubanks:

"Indeed it is a pleasure to me to be here this afternoon and to give testimony to one of the greatest druggists that North Carolina has ever produced. I didn't work for him as long as Mr. Durham or some of his other employees, but I worked with him long enough to find out that he is a man of sterling character, integrity, honesty, dependability, and a love for humanity.

"I am convinced beyond all peradventure of a doubt that I gained more valuable lessons of training in the running of a successful business from Mr. Eubanks that I ever received from any other employer in all my life.

"Whenever this nation can develop men of integrity and character and high Christian ideals such as he demonstrates in his life, we need have no fear of Communism, or Nazism, or Fascism, because our nation shall be secure."

The speaker's table was decorated with a vase of beautiful spring flowers. Senator Graham said that, as the mortar and pestle symbolized the fine work of Mr. Eubanks, so did the flowers represent Mrs. Eubanks, who is acknowledged to be one of the best gardeners in the State.

Mr. Ballew III

For the past several weeks Mr. James Gordon Ballew, of Lenoir, President of the N. C. Board of Pharmacy, has been confined to his home. Sickness is something totally different for Mr. Ballew, who is noted for his constant attention to his business—Ballew's Pharmacy—which is one of the oldest in Western North Carolina.

With the annual meeting of the Association and the semi-annual meeting of the Board of Pharmacy coming up within the immediate future, Mr. Ballew has a double incentive for getting his name off the sick list and himself back into circulation.

Messrs. H. C. McAllister, Roger A. McDuffie and Wade A. Gilliam, all members of the Board, visited Mr. Ballew on Easter Monday.

For Extra Profits!

Display - Sell:



STANBACK HEADACHE POWDERS and STANBACK HEADACHE TABLETS are fast repeaters—give you extra profits per dollar invested.

The same quick-acting formula in both STANBACK POWDERS and STANBACK TABLETS brings satisfied customers back to your store again and again.

All over America people are saying:

Snap Back with
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TAR HEEL NEWS DIGEST

Wadesboro—An air conditioning unit has been installed in Parsons Drug Company. Other improvements include an entire inside paint job, beginning with the front part of the pharmacy, which was finished in two-tone green, and extending to the prescription department, which is now "hospital white" with its new coat of white enamel. The owner, G. E. Andes, and his patrons are mighty pleased over the store's new look.

Lenoir—A feature article, which appeared in the March issue of *The American Druggist* under the title "They Gave Earl Tate the Town," discusses the many activities of our well known Pharmacist-Mayor Earl Tate. If you missed the article, go back and read it as it is done up in an interesting style and nicely illustrated.

Greensboro—Mr. and Mrs. P. A. Hayes recently spent a few days in Florida visiting D. L. Shreve, who has been seriously ill.

Wilson—Bissette's Drug Stores, of Wilson, have announced the transfer of their offices and warehouse to 417-19 East Barnes Street, Wilson, N. C. Unless otherwise indicated all shipments of merchandise, mail, etc., should be forwarded to the new address.

Charlotte—Two holdup men slugged Eldridge Gribble, manager of Rhyne Drug Store, on the night of March 22 and escaped with \$162 taken from the cash register and \$6 from Gribble's wallet. One of the bandits, angered over the store's empty safe, struck Gribble three times, twice in the head and once on the shoulder.

Rocky Mount—William R. Spence, formerly connected with the Veteran's Administration, as chief pharmacist in the Richmond, Va., office, has accepted a position as medical service representative for Eli Lilly & Company. His territory includes Rocky Mount and the northeastern part of the State.

Bessemer City—Pharmacist O. R. Black has returned to the State after spending

several months in California. Mr. Black is the manufacturer of "ORB SUPREME," a preparation for the hair, and many other well known products.

Greensboro—Property at 334 South Davie Street has been purchased by Justice Drug Company, according to P. A. Hayes, president of the drug firm. The property, consisting of a two-story building, will be renovated and used by Justice in about a year.

Concord—While on his way to the Concord National Bank, B. P. (Bill) Rimer of the Pearl Drug Company, was held up and relieved of a bank deposit bag containing \$450 in cash. Rimer told officers the gunman fled in a car.

Raleigh—J. S. Ferguson has resigned his position with the Hillsboro Pharmacy to return to Fayetteville, where he is now associated with H. R. Horne & Sons Drug Store. Temporarily, Mr. D. L. Jordan is assisting in the operation of the Hillsboro Pharmacy.

Winston-Salem—Clifton S. Brinkley is now an employee of Aecadia Pharmacy, having shifted from Nissen Drug Store early in March. He replaces Miss Virginia Caudle, who resigned to accept work with the Greene St. Drug Company, of Greensboro.

Kipfer Moves Up

In order to provide closer co-ordination within the Lilly Marketing Division, the office of Sales Director has been established, and E. B. Kipfer appointed to that position, according to word received from E. S. Retter, Vice-President in charge of Marketing. Mr. Kipfer has handled various assignments for Eli Lilly and Company for thirty-three years, both at the home office and in the field. E. N. Beesley, who has had twenty years of experience with Lilly, succeeds Mr. Kipfer as Associate Director of Sales in charge of the Central group of Districts. Both men are well-known to the wholesale and retail drug trade throughout the United States.



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Your Orders Will Be Appreciated

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Winston-Salem, N. C.

Picture of the Deans Now Available

Through the effort of Fred Ray, framed pictures of the the late Dean John Grover Beard and Dean Edward Vernon Howell now grace the walls of the Lee Drug Store, Jonesboro.

The picture of Dean Beard was secured without too much difficulty, but the situation was somewhat different in the case of Dean Howell, who apparently had few formal pictures of himself made during his lifetime.

The problem was finally solved by borrowing a picture of Dean Howell from Miss Alice Noble. Since Miss Noble's picture was a copy of an original, our photographer made a copy of a copy with quite creditable results, too.

Since our local photographic studio did not have a picture of Dean Howell, nor could the University News Bureau supply one, the fact that we now have a negative from which any number of copies of Dean Howell's likeness can be run off is of importance to our program of broadening our historical program.

In the future pictures of the three deans of the School (Howell, Beard and Jacobs) may be readily obtained. For which we have Fred Ray to thank.

Schering Appoints New Southern Field Representatives

Schering Corporation announces the appointment of new representatives to the Southern Division of the Schering Professional Service staff.

Mr. Arthur Herman Aull attended the University of South Carolina, Lenoir-Rhyne College and the University of North Carolina. During the War he served as a pilot in the United States Air Force. He has had considerable retail drug experience. In his new capacity Mr. Aull will headquarter in Atlanta and will be of service to the physicians and pharmacists of Georgia.

Mr. George Newton Bechtold, a resident of Nashville, Tennessee, attended Rutgers University. During the War he served with the United States Army as a Captain in the

Engineer Corps. He has had laboratory experience with a large chemical company as well as engineer personnel work. Mr. Bechtold will have his headquarters in Nashville, Tennessee.

Mr. John A. Bookhout obtained his baccalaureate degree at Amherst College. He also attended the University of North Carolina. During the War he served in the United States Navy. He has had varied business experience. In his new capacity, Mr. Bookhout will headquarter in Charlotte, North Carolina.

Mr. William E. Davis obtained his baccalaureate degree at Transylvania University in Lexington, Kentucky. He has had considerable sales experience in allied fields. He has been associated with the War Department as a chemist. He also served as a Pharmacist Mate in the United States Coast Guard. Mr. Davis will headquarter in Greensboro and will be of service to the physicians and pharmacists of North Carolina.



"IT'S FAMOUS

because

IT'S GOOD"



SCHOOL OF PHARMACY, UNIVERSITY OF NORTH CAROLINA, CLASS OF 1904-05

Class of 1904-'05

Of the forty-two persons pictured on the opposite page—The U. N. C. Pharmacy Class of 1904-'05—only two (Nos. 10 and 19) are yet to be identified. Of the pictures that have appeared in this series to date, this is the best record . . . made possible by Miss Alice Noble, Professor Ira Rose (5), Sam E. Welfare (29) and others.

It is hoped the publication of this picture will enable us to positively identify Nos. 10 and 19. Identification is expected to be made from the following, all of whom were enrolled in the School at the time the picture was made: William Ray Winder, Elizabeth City; O. B. Carpenter, Stanley; J. C. Davidson, Nuckols, Va.; O. C. Hoover, Concord; E. H. Hyter, Bradner, Ohio; S. T. Ingram, Star; H. W. Layden, Mege; F. M. Seagle, Hickory; W. O. Watkins, Rutherfordton; A. B. Williams, Bladenboro; Thomas White Hunter, Charlotte; and C. T. Young, Clayton.

The names and home addresses of the individuals appearing in the picture are as follows:

1. A. V. Baucom, Apex
2. Z. B. Bulluck, Rocky Mount
3. Drayton Wolfe, Charlotte
4. J. M. Monger, Sanford
5. I. W. Rose, Chapel Hill
6. Gilbert Crabtree, Raleigh
7. R. C. Nicholson, Murfreesboro
8. Alvis Patterson, Chapel Hill
9. J. C. Wolfe, Albemarle
10. UNKNOWN
11. Prof. R. O. E. Davis, Chapel Hill
12. Prof. J. C. Mills, Chapel Hill
13. Prof. E. V. Howell, Chapel Hill
14. Prof. C. S. Mangum, Chapel Hill
15. W. H. Moore, Wilmington
16. Wiltshire Griffith, Hendersonville
17. R. R. Herring, Garland
18. R. T. Upchurch, Apex
19. UNKNOWN
20. C. T. Miller, Wilmington
21. Sam Carter, Salisbury
22. L. C. O'Brien, Winston-Salem
23. T. L. Smith, Edenton
24. H. L. Lyon, Fayetteville

25. W. R. Winn, Greensboro
26. L. E. Scoggin, Warrenton
27. E. L. Webb, Roxboro
28. W. F. Holland, Mount Holly
29. S. E. Welfare, Winston-Salem
30. R. S. Johnson, Enfield
31. C. W. Ashcraft, Elkin
32. F. B. Singletary, Lumberton
33. C. F. Shelton, High Point
34. M. F. Teague, Granite Falls
35. H. V. Staton, Bethel
36. T. C. H. Schutt, Wilmington
37. J. A. Hart, Hendersonville
38. C. P. White, Stroudsburg, Pa.
39. Clarence Flagler, Stroudsburg, Pa.
40. E. T. Crews, Jr., Oxford
41. J. E. Marion, Elkin
42. James Eldridge, Dunn

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ZYRONE isn't just "another vitamin pill." It is a **LIQUID** food supplement which supplies the minimum daily requirements of Vitamins B₁, B₂, and the Vitamin Niacin, 12 times the minimum daily need of Iron, and helpful amounts of Calcium, Phosphorus, and Manganese.

Examine the ZYRONE formula. See if it isn't one of the finest of its kind you have ever seen. Then remember that ZYRONE is backed by a heavy radio campaign designed to reach all classes.

Where ZYRONE has already been introduced, retailers report a high percentage of repeat sales. Stock ZYRONE with the confidence that comes in stocking any product of

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Chattanooga

Tennessee

What's Wrong with Pharmacy

By JOHN IVEY MATTHEWS, Raleigh

From observation and information, the greatest thing wrong with Pharmacy today, in my opinion, is there are too many people practicing pharmacy who do not belong in the profession. A monetary interest appears to be the sole motive of many persons in our midst, not protection of the public's health upon which our profession is predicated.

I wonder what percentage of the prescriptions filled today in drug stores are compounded by people who are not licensed pharmacists and who have never attended a pharmacy school and do not intend to do so?

There needs to be a change of heart by the pharmacists of this state, and a change by some of the "big shots" from their own selfish interest to one of helping the profession as a whole.

How do you think a pharmacist feels when he is operating a drug store, allowing only licensed pharmacists to fill prescriptions, while his competitor across the street permits any unqualified and unlicensed person to do the same work? Do you think the owner of a business who permits unlicensed personnel to compound prescriptions has any respect for pharmacy as a profession? If we pharmacists do not respect our profession, how can we expect the public and other professions to look upon us as professional men and women.

I am afraid of what would happen if the public really knew what the true situation is in regard to who compounds their prescriptions. When a person enters a drug store with a prescription, he assumes the prescription will be filled by a licensed pharmacist. He believes he is protected by law, but he is not getting that protection.

Soon our annual N. C. P. A. meeting will be held in Durham. How many pharmacists will attend and permit the compounding of prescriptions by non-licensed persons during their absence? Surely, the non-licensed person cannot be under the immediate supervision of the pharmacist, when the pharmacist is at a distant place. Each pharmacist who is a party to such a situation

is not only violating the law, but contributing to lowering pharmacy as a profession.

If I were operating a pharmacy today my sole newspaper advertising on my prescription department would run something as follows: "To the Public: We allow no one in our Pharmacy to fill a prescription except a licensed pharmacist. When you take your prescription to a pharmacy, ask if it is to be filled by a licensed pharmacist. If the answer is 'yes,' ask to see the pharmacist's license. The law requires this certificate to be displayed in a prominent place."

Perhaps it would be of great value to pharmacy if the N. C. P. A. would spend money placing "ads" in the papers of the State similar to this. Many pharmacists have told me they had not joined the N. C. P. A. because they felt they were not getting protection from the N. C. P. A. and the State Board of Pharmacy, as they permit most anyone to compound prescriptions.

This deplorable condition should be corrected now. It may be too late to revise our present pharmacy law during the current session of the General Assembly. But this problem should be considered at the Durham meeting in preparation for the next session of The Assembly.

The boys and girls who are studying pharmacy today are required to spend four years in college for a degree in pharmacy, and at considerable expense, too. This is as it should be, as the training provides an excellent base upon which to build a professional career, but do you think these people are going to be satisfied with conditions as they exist today? If laws are not passed to correct the situation, are these students going to be influenced in joining a union as has happened elsewhere? I hope pharmacy

The author of this paper is a graduate of the School of Pharmacy, University of North Carolina, Class of 1937. He has been associated with various retail pharmacies in Shallotte, Wallace and Raleigh. At the present time he is a member of the prescription staff of Eckerd Drugs, Inc., of Raleigh.

never reaches that state in North Carolina, but it is something for us to think about.

The School of Pharmacy at Chapel Hill is doing a fine job in the profession, but it needs the help of the State Board of Pharmacy, the N. C. P. A., and individual pharmacists to do a complete job.

The main weakness in the pharmacy law, as it exists today, is the clause which permits any person the privilege of compounding prescriptions under the immediate supervision of a licensed pharmacist. This is the clause which should be deleted from our pharmacy act.

To correct existing conditions in order that pharmacists may fully obtain their professional status, I suggest that our Pharmacy Act be amended to permit only the following persons to compound prescriptions: (1) A licensed pharmacist; (2) A licensed assistant-pharmacist; (3) A student enrolled in a recognized school of pharmacy (under the supervision of a pharmacist); and (4) a physician, when compounding prescriptions for his patients.

The penalty for violation of this law should be a fine of \$1,000 and revocation of the license of the pharmacist on duty, for a period of one year.

The Board of Pharmacy might think this could not be done, saying there is a shortage of pharmacists. There is a shortage of physicians and dentists, but you don't find any one practicing these professions unless they are licensed to do so.

I would like to see some articles in the JOURNAL on this subject by other members of the profession, by retail pharmacists, by faculty members of the School of Pharmacy, by members of the Board of Pharmacy and executives of the N. C. P. A. Also, you as individual pharmacists, should discuss this problem with members of the General Assembly and get their support on the proposed legislation.

Notice

The next regular meeting of the Board of Pharmacy for the examination of candidates for license to practice pharmacy will be held in Chapel Hill, June 21-22-23. All applications must be filed not later than May 21 in order to be accepted for this meeting.

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A Sparkling Double Kay Nut Shop—will produce more sales and profits—than any Department in your store—in a similar space. Your Double Kay Nut Shop potential is—\$2,500.00—for each 500 families in your trading area. Your profit margin \$1,000.00. Price Protection under Fair Trade.

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Chicago, Ill.



These 18 bass weighing $44\frac{1}{2}$ pounds were caught by Kelly E. Bennett (above) of the Bryson City Drug Company and a party of two, T. D. Watson and Floyd Cunningham, in 5 hours fishing on Fontana Lake, bordering The Great Smoky Mountain National Park near Bryson City, N. C. In addition to being a first rate fisherman, Pharmacist Bennett is Mayor of Bryson City and Vice-Chairman of the North Carolina Park, Parkway and Forests Development Commission.

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In the First in a Series of Messages Dedicated to the Wholesalers of America, OWEN DRUG COMPANY pays its respects to—

SCOTT DRUG COMPANY

Charlotte, North Carolina

Founded in 1891 by John M. Scott, Scott Drug Company is one of the outstanding Wholesalers of the Southeast



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Space does not permit the listing of the many other members of the Scott Drug Company family, who contribute to the efficiency of this great organization.

Dean's Peacocks

RESERVOIR END PROPHYLACTICS

Unique Health Feature and Fine Quality Make Peacocks Profit-Building
Leaders in any Drug Store



For more volume and profit, sell
Peacocks packed in dozens

**There's a Peacock Prophylactic for every
demand. Sold through Drug Stores ONLY**

Dean RUBBER MFG CO.
North Kansas City, Mo.

DEAN Headquarters in Your District,
PARAMOUNT SALES CO., P. O. Box 477, Knoxville, Tenn.

Benefit Bridge Tournament Held by Raleigh Woman's Drug Club

By MRS. RALPH E. WOODCOCK, *Reporter*

The Raleigh Woman's Drug Club held their annual benefit bridge tournament Friday, February 25, both afternoon and evening at the Carolina Hotel.

In charge of arrangements for the tournament was Mrs. K. V. Franklin, Chairman of Ways and Means, and her committee of Mesdames T. E. Pittman, George Bryan, R. W. Hunter, Homer Starling, B. Frank Page and O. G. Duke.

Congeniality and friendliness keynoted all 73 tables of bridge in play. High score prizes were awarded to each table. A number of nice gifts were given to holders of lucky numbers. Door prizes were awarded at both afternoon and evening sessions.

Ice cream molds, cookies, and drinks were served by the hostesses. The party made a profit of \$187.65. Disposition of this will be decided upon at the next regular member meeting.

Through THE CAROLINA JOURNAL OF PHARMACY we would like to thank all those who donated gifts and refreshments, thus adding to the social and monetary success of our party.

Members of Charlotte Auxiliary Hear Talk on "Socialized Medicine"

MRS. D. L. SMITH,

Corresponding Secretary

The Charlotte Woman's Druggist Auxiliary held its monthly luncheon meeting on March 8th at 12:00 o'clock in a private dining room at Efid's. Mrs. Lester C. Smith, president, presided and Mrs. T. N. Edwards gave the invocation. There were thirty-three members present.

After the luncheon the members were honored in having Dr. Amos Bumgardner give an interesting talk on Socialized Medicine. He was introduced by Mrs. J. Lloyd Feserman.

A short business meeting was held and the by-laws were read by Mrs. T. E. Whitehead. A motion was made and approved that certain changes be made in the by-laws. These changes were unanimously adopted.

Mrs. Smith appointed a nominating committee, which was asked to present a slate of officers at the April meeting. The members appointed were Mrs. W. R. Dixon, chairman, Mrs. T. N. Edwards, and Mrs. T. E. Whitehead.

Mrs. J. E. Allen gave several piano selections which were greatly enjoyed.

Door prizes were won by Mrs. T. F. Hawkins, Mrs. Foster Thomas, and Mrs. T. E. Whitehead. Additional door prizes were presented by Mrs. Robert Biberstein. These were lovely corsages and were won by Mrs. E. J. Reeves and Mrs. Victor Riggsbee.

The members of the auxiliary recently learned that Mrs. Wilkins (Sallie) Harden is leaving Charlotte to make her home in Columbia, South Carolina, where her husband is opening a new store the Hawthorne Pharmacy. Sallie has been a most popular and active member of the auxiliary, serving as Corresponding Secretary for the term 1947-1948. This news was received with deep regret, but she and Wilkins have the good wishes of all the members for much success and happiness in their new home.

Apothecary Club Officers Presented

MRS. E. W. ROLINS, *Reporter*

The Winston-Salem Apothecary Club met April 7 at the home of Mrs. A. L. Fishel. It was a lovely dinner party, put on by Mrs. Fishel's group to make money for the Auxiliary loan fund at the University.

Thirty members of the Club were present, including one new member, Mrs. Watson Scott.

Our new officers were presented to the Club: Mrs. H. P. Watson, Jr., as president; Mrs. Alice Ashcroft, vice-president; Mrs. Jack Cocks, secretary; and Mrs. J. H. Ball, treasurer. We look forward to another wonderful year with such an excellent group of officers.

A lovely bag was presented our outgoing president, Mrs. Leon Cahill, who has been a most enthusiastic leader for the Club this year. Twelve new members were added to the roll during her presidency.

A large number of those present told of plans to attend the State Convention.

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**Here's Protection for your employees
and their families.**

Life Insurance on the franchise plan

Loss of time \$100.00 per month

Hospital \$5.00 per day (or more) for 90 days.

For every member of family

Surgeon's Fees \$10.00 to \$150.00 per operation.

For every member of family

Medical care (non surgical) hospital and home

All this is available to your employees on the pay roll deduction plan, on the following premium paying basis.

1. The employer pays entire premium which is deductible as business expense from income taxes.
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This is employee-employer goodwill relation.

It costs nothing to inquire. Every drug store member of the N. C. P. A. is eligible for this service.

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AGENCY REPRESENTATIVES:

R. J. GOLDEN, MRS. J. E. FERGUSON, LUCAS ABELS

Deaths

GEORGE EDWARD RANCKE

George Edward Rancke, age 65, proprietor of McMillan's Drug Store of Lumberton, died in that city on March 19 following a major operation which he underwent two days previously. He was actively at work until he entered the hospital.

Mr. Rancke was born in Lumberton on March 13, 1884, the son of the late George Edward Rancke, who was a native of Altenbuech, Germany, and Roxanna Gaddy Rancke of Robeson County. He attended N. C. State College, and before assuming management of McMillan's, was employed with L. H. Caldwell Company and as cashier of the Planters Bank of Lumberton.

He is survived by his wife and one son, John McMillan Rancke, now studying pharmacy at the University of North Carolina.

WILLIAM BROWN WILSON

William Brown Wilson, well known pharmacist of Hendersonville and operator of pharmacies in that city for the past 30 years, died in Asheville on March 10.

Mr. Wilson was born July 31, 1887. He attended the School of Pharmacy at the University of North Carolina and Page's School of Pharmacy. He received his pharmacy license in 1912 and joined the N. C. P. A. in 1920 and was a member at the time of his death.

Mr. Wilson's early drug career was spent in Marion and Saluda. For a period of about 30 years he operated the Wilson Drug

Company, of Hendersonville, a business he sold in 1945 to Jack B. Lovingood. After a vacation of eight months, which originally was intended as a permanent retirement from the drug business, Mr. Wilson returned to the profession by purchasing the Economy Drug Company, Hendersonville, a business he was operating at the time of his death.

CHARLES McMILLAN WILLIAMSON

After a critical illness of several months, Charles McMillan Williamson, age 44, pharmacist for the Gibson Drug Company, Concord, died February 24.

He received his apprenticeship training in the Board St. Pharmacy of Southern Pines. After graduation from the U. N. C. School of Pharmacy in 1926, the same year he was licensed as a pharmacist in this State, he was employed by the Alton C. Greene Drug Company, Maxton; Blue's Drug Store, Laurinburg, and the Belmont Pharmacy, Charlotte.

In 1931 he accepted work with Gibson's Drug Store, Concord, a position he resigned to purchase a drug firm in Laurinburg, which he operated under the name of Laurinburg Drug Company for a period of 14 years.

He returned to Gibson's of Concord in 1946, where he was employed at the time of his death.

Besides his wife, Mr. Williamson is survived by one son, Charles Williamson III, his mother, Mrs. Irene Williamson of Parkton; two sisters and four brothers.

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Serve GIBSONS
ICE CREAM



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LIBERAL DISCOUNT

We are serving many of the finest drug stores and camera shops in the Carolinas and Virginia including:

Apothecary Shop, Elizabeth City, N. C.
Ashland Camera Shop, Ashland, Va.
B & M Drug Co., Crewe, Va.
Basarts Drug Store, Greenville, N. C.
Baxter's, New Bern, N. C.
Bells Drug Store, Greenville, N. C.
Boyd's Camera Shop, Fayetteville, N. C.
Brame Drug Store, N. Wilkesboro, N. C.
Bunch Drug Store, Goldsboro, N. C.
Butler & Carroll Drug Co., Dunn, N. C.
Bynum's Drug Store, New Bern, N. C.
Campbell Pharmacy, Hamlet, N. C.
Carolina Rexall Store, Wadesboro, N. C.
Clark's Pharmacy, Williamston, N. C.
Coleman Walgreen Agency, Jacksonville, N. C.
Connell's Drug Co., Henderson, N. C.
Culpepper Book Store, Culpepper, Va.
Dameron Drug Store, Tabor City, N. C.
Davis Pharmacy, Williamston, N. C.
Day's Drug Store, Spruce Pine, N. C.
Edwards Drug Store, Wake Forest, N. C.
Edwards Pharmacy, Ayden, N. C.
Emporia Drug Co., Emporia, Va.
Evans Pharmacy, Dillon, S. C.
Everington Drug Store, Laurinburg, N. C.
W. B. Fearing, Manteo, N. C.
Fox Drug Co. Inc., Rockingham, N. C.
Fremont Drug Co., Fremont, N. C.
Goldsboro Drug Co., Goldsboro, N. C.
Hall Drug Co., Scotland Neck, N. C.
Haney's Pharmacy, Waynesboro, Va.
Hilton Pharmacy, Hilton Village, Va.
Hobby Center, Newport News, Va.
Homes Pharmacy, Bowling Green, Va.
H. R. Horne & Sons, Fayetteville, N. C.
Howell Drug Co., Raeford, N. C.
Hughes Drug Co., Ashland, Va.
Jay Bee Drug Co., Dillon, S. C.
Johnson Drug Co., Smithfield, N. C.
Jones Drug Co., Franklin, Va.
Jones Pharmacy, White Stone, Va.

Lenoir Drug Store, Lenoir, N. C.
 Lincoln Cut Rate Drugs, Inc., Lincolnton, N. C.
 Louisa Drug Co., Louisa, Va.
 Matthews Drug Co., Roanoke Rapids, N. C.
 McIntyre Drug Co., Dillon, S. C.
 Miller's Camera Shop, Williamsburg, Va.
 Mineral Drug Store, Mineral, Va.
 Mitchener's Pharmacy, Edenton, N. C.
 Montgomery Drug Co., South Hill, Va.
 Morehead City Drug Co., Morehead City, N. C.
 Nansemond Drug Co., Suffolk, Va.
 Parker's Drug Store, Henderson, N. C.
 Pettus Garland Drug Co., South Hill, Va.
 Ragsdale Studio, Chase City, Va.
 Ramseur Pharmacy, Ramseur, N. C.
 Red Springs Drug Co., Red Springs, N. C.
 Rice's, Kilmarnock, Va.
 Ricks Drug Co., Rocky Mount, N. C.
 Ricketts Drug Store, Orange, Va.
 Ridenour Studio, Fayetteville, N. C.
 Rock Drug Co., Valdese, N. C.
 Rosemary Drug Co., Roanoke Rapids, N. C.
 Scotland Drug Co., Laurinburg, N. C.
 Louis Selig, Elizabeth City, N. C.
 Selma Drug Co., Selma, N. C.
 Souder's Pharmacy, Fayetteville, N. C.
 Spencer Drug Co., Blackstone, Va.
 E. M. Stratton, Gordonsville, Va.
 Wakelon Drug Co., Zebulon, N. C.
 Ward Drug Company, Nashville, N. C.
 Warren's Drug Store, Greenville, N. C.
 Warsaw Drug Co., Warsaw, N. C.
 Watkins Wood Drug Co., Emporia, Va.
 White's Pharmacy, Hilton Village, Va.
 Windsor Pharmacy, Windsor, N. C.
 Woolard's, Henderson, N. C.
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In addition we finish for 40 drug stores in Richmond.

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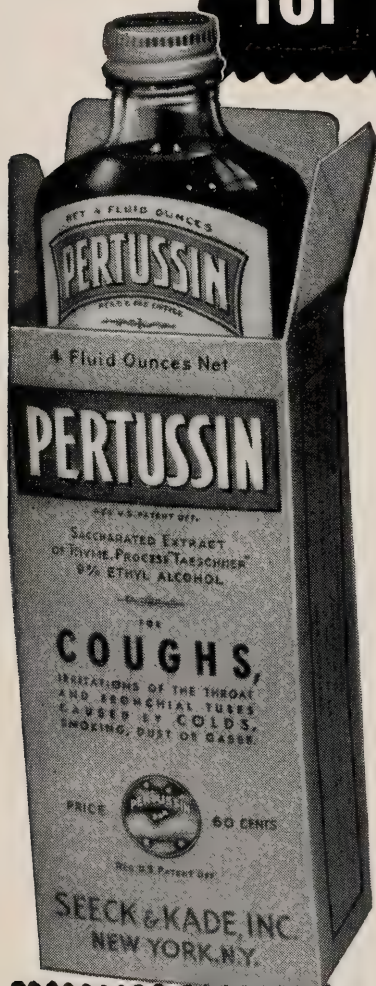
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*Facts
at-a-
glance*

Why you should Push **PERTUSSIN** for **BAD COUGHS**

(DUE TO COLDS)



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Pertussin—with a single therapeutic element—brings such wonderful prompt relief because it works *internally*.



It increases the natural secretions in the respiratory tract to soothe dry, irritated membranes.



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Pertussin lessens severity and frequency of coughing. Pleasant tasting, too! Pertussin was prescribed by thousands upon thousands of physicians for many years.

**You make full
33 1/3% profit
on 4-oz. size
all year round**

SEECK & KADE, INC.
NEW YORK 13, N. Y.

Dr. Arthur Freedman Addresses Greensboro Drug Circle

The regular meeting of the Greensboro Drug Circle was held at the O'Henry Hotel March 12th. Frank S. Goodrum presided. L. P. Mayrand introduced the speaker, Dr. Arthur Freedman, Greensboro physician, who gave an interesting talk on "Heart in Health and Disease." A film entitled "Be Your Age" depicting care to be taken in case of heart disease was shown. The club members appreciated this educational talk and film.

Meetings are now held at noon instead of evenings and are limited to one hour. This is favored by a majority of the members.

Named on the program committee for the next meeting were: T. C. Reed, chairman, assisted by Nat Williams and Paul M. King.

News Notes

The Greensboro Drug Circle has been invited to name a director to the Board of Directors of The Greensboro Merchant's Association. Selection of this individual is expected to be made at an early date.

C. C. Fordham, Jr., is serving as vice-chairman of a committee seeking to finance a tobacco warehouse and market in Greensboro through sale of a least \$200,000 in stock. The market is being planned to serve the 20,000 leaf producers in Guilford and surrounding counties of the Old Belt.

New Arrival

Lt.-Comd. C. V. Timberlake writes from New York: "Just wanted to enclose a note about the new addition to my family—a daughter, named Madeline MacPhee, born at the Naval Hospital, St. Albans, L. I., New York, on February 24.

"Tim," as we know him in this section, goes on to say: "Have two girls now. Seems like this assembly line is set up for one style only."

Lt.-Comd. Timberlake is a graduate of the School of Pharmacy, U. N. C. For many years his father, a physician, operated a drug store in Youngsville.

Wedding Bells

Miss Rose Cochran McLean, daughter of Mr. and Mrs. Robert Clyde McLean of Eagle

Springs, and William Gordon Forrest, son of Mrs. Selma L. Forrest and the late Otis Hyatt Forrest of Winterville, were married on March 19.

The bridegroom is a senior in the School of Pharmacy of the University of North Carolina. He is president of the U. N. C. Students' Branch of the N. C. Pharmaceutical Association.

Miss Margaret Elizabeth Welfare, daughter of Mr. and Mrs. Samuel E. Welfare, of Winston-Salem, and Mr. Frank Vasquez, were united in marriage in Washington, D. C., on March 19 at the Rectory of Saint Matthews Cathedral.

News Items

Mr. and Mrs. E. W. Rollins are planning to attend the A. Ph. A. Convention in Jacksonville, Fla., April 26-27, and the S. E. Hospital Pharmacists' Convention in Biloxi, Miss., July 29-30.

We regret to hear of Mr. G. C. Hartis' illness in the Presbyterian Hospital, Charlotte.

To Our —

GOOD FRIENDS

IN NORTH CAROLINA

Your orders for

Labels, Drug Boxes and
Physicians Prescription Blanks
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McCourt Label Cabinet Co.
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Convention Program

of the

Sixty-Ninth Annual Meeting

of the

North Carolina

Pharmaceutical Association

Washington Duke Hotel

Durham

Tuesday, May 3

- 2:00 P.M. Registration Desks open in lobby of the Washington Duke Hotel.
- 4:00 P.M. Tea for the ladies, sponsored by The Woman's Auxiliary of the N. C. P. A. Ballroom, Washington Duke.
- 4:00 P.M. Meeting of the N. C. P. A. Executive Committee. Fountain Room of the Washington Duke.
- 7:30 P.M. Joint session of the N. C. P. A., the T. M. A. and The Woman's Auxiliary, Ballroom of the Washington Duke.

Sixty-ninth Annual Convention of the N. C. P. A. called to order by President T. J. Ham, Jr.

Sixteenth Convention of the Reorganized Woman's Auxiliary called to order by Mrs. M. L. Jacobs, President.

Thirty-fifth Convention of the Traveling Men's Auxiliary called to order by President C. E. Davis.

Invocation—Rev. Robert E. Brown, Pastor of the Duke Memorial Church.

Introduction of Bascom Baynes, President of the Durham Chamber of Commerce, by James R. Casteel, General Convention Chairman.

Address of Welcome by President Baynes. Response by R. N. Watson.

Welcome to the Ladies by Mrs. Ralph P. Rogers.

Response by Mrs. Stephen Forrest.

Musical Selection by Mrs. T. M. Ward, accompanied by Mrs. Jack Butts.

"Rite of the Roses"—W. A. Gilliam.

"Your Inter-Professional Relations—Contact or Collision?"—John A. MacCartney, Manager of Trade Relations, Parke, Davis & Company.

"The Modern Oasis"—Warren Foster, The Coca-Cola Company, Atlanta.

Award of Bedroom Suite.

Communications and Announcements.

Wednesday, May 4

9:00 A.M. "Sunrise Serenade," Ballroom, Washington Duke.

9:30 A.M. Annual Report of the President, T. J. Ham, Jr.

"Plans for Progress"—E. Allen Newcomb, Secretary, National Wholesale Druggists' Association.

"Progress Report of the School of Pharmacy, Univ. of North Carolina"—Dean M. L. Jacobs.

"The 1949 General Assembly and Its Effect Upon Pharmacy"—Attorney F. O. Bowman.

Distribution of mimeographed committee reports:

- (1) Fair Trade.
- (2) Insurance.
- (3) Public Relations.
- (4) Institute of Pharmacy.
- (5) Research Foundation.

Adjournment.

Thursday Morning, May 5

9:00 A.M. "Sunrise Serenade," Ballroom, Washington Duke.

9:30 A.M. Annual Report of the N. C. Board of Pharmacy by H. C. McAllister, Secretary-Treasurer.

Discussion of Committee Reports. Discussion leaders: W. A. Ward, E. A. Brecht and W. J. Smith.

"Some New Concepts of Therapeutic Agents"—Dr. Walter H. Hartung.

"Government Medicine—Its Social, Economic and Political Implications"—Dr. Wingate M. Johnson, Editor, Journal of The Medical Society of North Carolina.

Report of W. J. Smith, Secretary-Treasurer of the N. C. Pharmaceutical Association.

Thursday Afternoon, May 5

2:00 P.M. "Musical Serenade," Ballroom, Washington Duke.

"Business Trends"—a survey of business conditions in the State for the first quarter of 1949—Paul B. Bissette.

2:30 P.M. "Your No. 1 Cash Register Bandit"—E. H. Hemmle, District Manager, Colgate-Palmolive-Peet Company.

"Sales Training at the Retail Level"—an illustrated lecture by V. B. Russell, Sales Manager, Amity Leather Products Company, assisted by members of the Pharmacy Senate, U. N. C. (Floyd Jones, Gregory Howe, Doris Sauls and Jean Snyder).

Report of the Resolutions Committee by J. C. Jackson, Chairman.

Report of the Committee on Time and Place.

Report of the Nominating Committee.

Installation of Officers.

Adjournment.

Registration

Registration includes admission to all meetings and entertainment features not otherwise provided for. Wear your convention badge on all occasions for purposes of identification and admission to meetings and entertainment features.

The registration fee for members of the N. C. Pharmaceutical Association and for visitors will be \$5.00. No registration fee for members of the Students' Branch of the N. C. Pharmaceutical Association.

The registration fee for members of the Woman's Auxiliary of the N. C. Pharmaceutical Association will be \$1.00; the fee for women visitors will be \$5.00.

Members of the Traveling Men's Auxiliary of the N. C. Pharmaceutical Association, who attend the convention, will pay a registration fee of \$10.00.

Convention Photographer

An experienced photographer will be available during the entire convention to make group pictures, informal shots, etc. Usual photographic rates will be in effect. For further details, see Wallace Patterson.

Representatives of Galeski Photo Center, Richmond, Va., will also be present to make

pictures of various convention groups, and in general, to make a pictorial record of the meeting.

Entertainment Program**Tuesday, May 3**

4:00 P.M. Tea for the Ladies, sponsored by The Woman's Auxiliary of the N. C. P. A. Ballroom, Washington Duke.

7:30 P.M. General Business Session and Entertainment.

Wednesday, May 4

10:30 A.M. Golf Tournament, sponsored by T.M.A. Hope Valley Club.

1:00 P.M. Luncheon for Woman's Auxiliary, Carolina Inn, Chapel Hill. Sponsored by Southern Dairies.

3:00 P.M. Tour of University campus and buildings. Headquarters at Howell Hall of Pharmacy.

5:00 P.M. Formal Presentation of Dean Beard Portrait, Library of Howell Hall.

5:30 P.M. Barbecue, lawn of Howell Hall. Sponsored by School of Pharmacy, U. N. C., and the B.C. Remedy Company.

8:00 P.M. Variety Show, Hill Hall, Chapel Hill. Sponsored by Justice Drug Company.

Thursday, May 5

1:00 P.M. Bridge-Luncheon for Woman's Auxiliary. Hope Valley Club. Sponsored by Peabody Drug Company and W. H. King Drug Company.

8:00 P.M. Floor Show and Dance, featuring "Dr. Meff and his Madhouse of Mystery," and Roy Cole and his Orchestra. Durham Armory, sponsored by The Traveling Men's Auxiliary.

To Allay That Thirst

"For the Pause that Refreshes," visit the Coca-Cola Fountain on the mezzanine floor of the Washington Duke. "For that late-morning Letup," stop by Lance's snack-bar for a package of their delicious sandwiches. You'll find this bar adjoining the Coca-Cola fountain.

These two excellent firms always contribute much to the general success of the drug conventions in this State. Support them whenever possible.

CONVENTION TIME

☆ ☆ ☆

It Will Be Our Pleasure to Greet You at Durham
May 3rd, 4th, and 5th

☆ ☆ ☆

NORTH CAROLINA PHARMACEUTICAL
ASSOCIATION ANNUAL MEETING
WASHINGTON DUKE HOTEL

☆ ☆ ☆

We Hope You Are Making Your Plans to Attend
This Important Meeting

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JUSTICE DRUG COMPANY

Greensboro, N. C.

DEPENDABLE SERVICE SINCE 1898

Convention Committees

Sixty-Ninth Annual Meeting

Local Secretary

James R. Casteel, Durham Drug Company

Executive Committee

James R. Casteel, *Chairman*, Durham Drug Company

C. T. Council, B.C. Remedy Company

Hunter L. Kelly, Watts Hospital Pharmacy

John M. Pickard, Rogers Drug Store

I. T. Reamer, Duke Hospital Pharmacy

Ralph P. Rogers, Rogers Drug Store

Entertainment Committee

I. T. Reamer, *Chairman*, Duke Hospital Pharmacy

John C. McDonald, McDonald's Drug Store

Lee R. Sparks, Jr., Sawyer & Moore

Publicity Committee

Ralph P. Rogers, *Chairman*, Rogers Drug Store

Oscar Umstead, Broad Street Drug Company

Miss Lucy Lee Kennedy, Duke Hospital Pharmacy

Transportation Committee

Hunter L. Kelly, *Chairman*, Watts Hospital Pharmacy

Lawrence S. Sullivan, Sullivan's Pharmacy

Alfred H. King, Crabtree Pharmacy

Hotel Reservations

John M. Pickard, *Chairman*, Rogers Drug Store

M. S. Burt, Boone Drug Company

W. P. Ripley, Boone Drug Company

Reception Committee

C. T. Council, *Chairman*, B.C. Remedy Company

D. Lennard Boone, Boone Drug Company

Albert W. Clayton, Jr., B.C. Remedy Company

J. C. Harris, Westside Pharmacy

A. H. McDonald, McDonald's Drug Store

G. W. Montague, Montague's Pharmacy

J. C. Taylor, Center Drug Store

J. B. Threatt, Peoples Drug Store

Germain Bernard, Durham Drug Company

A. Paul Carswell, Carswell Drug Co.

A. D. Edens, Mangum Street Pharmacy

J. R. King, Crabtree Pharmacy

D. M. McKay, 1436 Acadia Street

John B. Polk, People's Drug Store

E. S. Swindell, North Durham Drug Store

C. H. Wells, Coleman Drug Store

Prescription Balances Repaired

Speedily Accurately Economically

Our convenient Southern location and competent shop technicians eliminate useless waiting and decrease repair costs.

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303 S. Sixth Street Richmond, Va.



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DURHAM

and to the plant where

America's
FASTEST SELLING
HEADACHE POWDER
Is Made



*Write or telephone if we can do
anything to add to the pleasure
of your Durham visit.*

Convention Headliner

Mr. John A. MacCartney is Manager of Trade Relations for Parke, Davis & Company, Detroit, Michigan. In this capacity he has had broad experience with retail pharmacy, its problems, and its development. Mr. MacCartney is a registered pharmacist, a graduate of the University of Pittsburgh College of Pharmacy, and has had wide experience as a retail pharmacist, as a drug salesman, Medical Service man, and an executive of one of the largest pharmaceutical manufacturers. With the exception of the years of World War II, during which he served overseas with the U. S. Army, he has been associated with Parke, Davis & Company for twenty years.

Mr. MacCartney is a member of the American Association for the Advancement of Science, the Pennsylvania Pharmaceutical Association, the Michigan Pharmaceutical Association, the Michigan Academy of Pharmacy, the American Pharmaceutical Association, and numerous other groups in the drug field.

He is widely known as a speaker before



JOHN A. MACCARTNEY

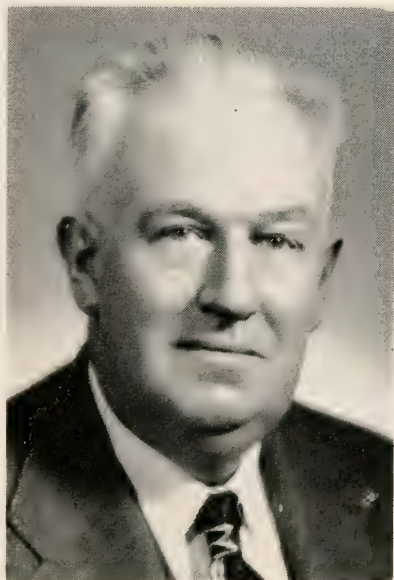
pharmaceutical organizations and has appeared on many state and national programs. He is a recognized authority on public relations and trade relations in pharmacy.

Mr. MacCartney appears on the convention program, Tuesday night, May 3. Title of his address is "Your Inter-Professional Relations—Contact or Collision?"

Members of the Association who attended the recent annual meeting of The National Association of Retail Druggists highly praised Warren Foster (left), who appeared on the program. Mr. Foster, who comes to us through the courtesy of The Coca-Cola Company, will address the joint session on Tuesday night, May 3, in the ballroom of The Washington Duke Hotel.

Don't miss this entertaining speaker. He has just the right prescription for you.

Then, to round out the first session, the furniture manufacturers of North Carolina are awarding to some lucky person a complete bedroom suite. This outstanding prize will add dignity and prestige to any household . . . it's surprisingly different.



WARREN FOSTER

Greetings —

FROM THE MAKERS OF

- ASAC
- BISONATE
- ANAL—SED

AND

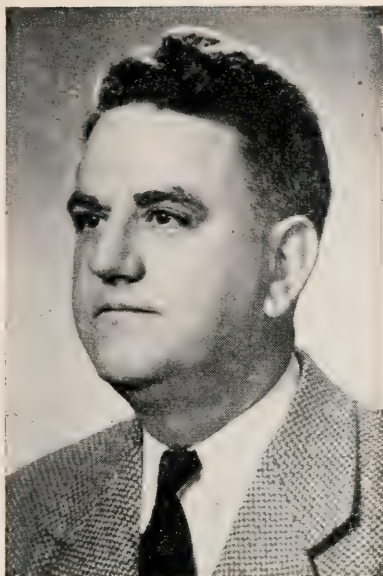
BEST WISHES

FOR A

SUCCESSFUL CONVENTION

BURWELL & DUNN CO.

CHARLOTTE



T. J. HAM, JR., *President*
N. C. Pharmaceutical Assn.

Tom Ham Concludes Successful Year

Although Tom Ham relinquishes his official duties as President of the N. C. Pharmaceutical Association at the last session of the Convention, his zeal for and support of organized pharmacy will not have ended. Tom has his heart set on getting the Institute of Pharmacy building underway, and, as Chairman of the Building Fund, he is in a strategic position to realize his aim.

President Ham will preside at all sessions of the Convention and is scheduled to deliver the "Annual President's Address" on Wednesday morning, May 4. He is also scheduled to speak to the Woman's Auxiliary during their annual business session.

Tom has been tagged as a fellow "who never lags in putting his shoulder to the wheel." He has served Pharmacy faithfully and well. It is good to know he will continue his fine efforts in behalf of organized pharmacy.

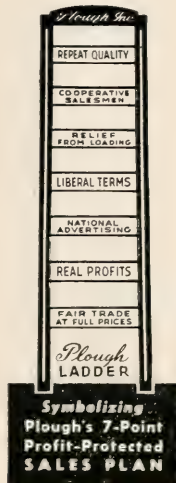
Compliments of

PLOUGH SALES CORPORATION

Subsidiary of

Plough, Inc.

New York, N. Y.—Memphis, Tenn.



Manufacturers of St. Joseph Aspirin,
World's Largest Seller at 10c, St.
Joseph Aspirin for Children, Penetro
Products, Moroline and other drug
store items of long established merit.

*Featuring Fair Trade at FULL
Advertised Prices*

Best Wishes

for a

Pleasant and Profitable
Convention

May 3-4-5



Scott Drug Company

Wholesale Druggists

Charlotte, N. C.

Jackson to Assume Leadership of N.C.P.A.



*J. C. JACKSON, President-Elect
N. C. Pharmaceutical Association*

At the last session of the convention, J. C. Jackson of Lumberton will be formally installed as President of The N. C. Pharmaceutical Association for the coming year. He was elected by mail ballot last year.

Other Association officials to be inducted at the same time include W. R. McDonald, Jr., Hickory, first vice-president; J. Paul Gamble, Monroe, second vice-president; W. B. Gurley, Windsor, third vice-president; and T. J. Ham, Jr., Yanceyville, member of the N. C. P. A. Executive Committee for a three year term.

Mr. Jackson is a native of Sampson County and a graduate of the School of Pharmacy, University of North Carolina. He has had extensive retail experience in the drug field, having been associated with various firms in Erwin, Dunn, Raleigh and Wilmington. His present pharmacy—Hedgpeh's Pharmacy of Lumberton—is one of the most successful in that section of the State.

Welcome to Durham

MAKE OUR HOME YOUR HOME

N. C. P. A.

1949 CONVENTION

May Third, Fourth, and Fifth

THE PEABODY DRUG COMPANY : DURHAM, NORTH CAROLINA

305 W. Pettigrew Street

Greetings from the President of the Woman's Auxiliary

It is a pleasure to extend to the members and prospective members of the Woman's Auxiliary a cordial invitation to attend the annual meeting to be held at Durham, May 3-5.

The business session of the Woman's Auxiliary will be Wednesday morning, May 4. We are anxious to have you attend this meeting to hear of the work being done by the organization, and we especially invite your participation in the club's activities.

The Scholarship Fund at the School of Pharmacy at the University of North Carolina is a project of which we are justly proud. Come to our meeting, participate in our program, and we believe you will be proud of being identified with such an active group.

The ladies of Durham and Chapel Hill are making plans to entertain you royally. So bring your best holiday spirit and make the most of the entertainment.

We shall be looking forward to seeing you.

Viola C. Jacobs, President.



Welcome to Durham . . .

Members of

- ☆ THE N. C. PHARMACEUTICAL ASSN.
- ☆ THE TRAVELING MEN'S AUXILIARY
- ☆ THE WOMAN'S AUXILIARY

We Wish You a Pleasant Visit and a
Successful Convention

REACO PRODUCTS

P. O. Box 1922

DURHAM, NORTH CAROLINA

Local Committees, Woman's Auxiliary of the N. C. P. A.

Mrs. Ralph P. Rogers
Executive Convention Secretary
Mrs. J. B. Threatt, *Chairman*
Mrs. F. A. Stovall, *Co-Chairman*

Tea Committee

Mrs. C. T. Council Mrs. M. A. Ham
Mrs. A. H. McDonald Mrs. J. C. McDonald
Mrs. E. S. Swindell

Southern Dairies Luncheon Committee

Mrs. E. A. Brecht, *Chairman*
Mrs. Carl Durham, *Co-Chairman*

Mrs. Clyde Eubanks Mrs. J. C. Fox, Jr.
Mrs. Walter Hartung Mrs. R. W. Jernigan
Mrs. Phillip Lloyd Mrs. H. C. McAllister
Miss Alice Noble Miss Millicent McKendry
Mrs. E. L. Riggsbee Mrs. I. W. Rose
Mrs. Lloyd Senter Mrs. William Sloan
Mrs. W. J. Smith Mrs. J. L. Sutton
Mrs. H. O. Thompson

King-Peabody Luncheon Committee

Mrs. J. A. Weatherford, *Chairman*
Mrs. Phillip Lloyd, *Co-Chairman*

Mrs. C. T. Byerly Mrs. D. L. Boone, Jr.
Mrs. R. G. Kale Mrs. Garland Peele

Transportation Committee

Mrs. Hunter Kelly, *Chairman*
Mrs. I. T. Reamer

Committee on Prizes

Mrs. James R. Casteel, *Chairman*

Mrs. C. T. Council Mrs. H. C. Chapman
Miss Hattie L. Dudley Mrs. J. C. Fox, Jr.
Mrs. F. L. Furr Mrs. G. K. Grantham
Mrs. Frank Harris Mrs. J. C. Harris
Mrs. F. J. Hunnicutt Mrs. John Pickard
Mrs. I. T. Reamer Mrs. H. L. Sirmans
Mrs. Roy Sparks Mrs. L. S. Sullivan
Mrs. E. L. Riggsbee

Hospitality Committee

Mrs. B. W. Spencer, *Chairman*

Mrs. Fred J. Williams, *Co-Chairman*

Mrs. D. L. Boone Mrs. E. A. Brecht
Mrs. S. O. Brewer Mrs. Nannie Cheek
Mrs. Floyd Goodrich Mrs. C. L. Haywood
Mrs. F. J. Hunnicutt Mrs. J. R. King
Mrs. W. B. Morgan Mrs. I. W. Rose

Business Session *Woman's Auxiliary, N.C.P.A.*

Washington Duke Hotel, May 4, 10 A.M.

Song "America"
Devotional..... Mrs. L. H. Crumpler
Roll Call
Reading of Minutes
Report of Treasurer

Standing Committee Reports

Executive..... Mrs. J. T. Usher
Hospitality..... Mrs. W. B. Morgan
Membership..... Mrs. T. J. Ham, Jr.
Resolutions..... Mrs. Herman Cline
Nominating..... Mrs. Paul Bissette
Publicity..... Mrs. B. Frank Page
Greetings from N. C. P. A. T. J. Ham, Jr.
Greetings from T. M. A. C. E. Davis, Jr.
Greetings from the School of Pharmacy
M. L. Jacobs
Musical Selections..... Waits A. West
Accompanied by Horace Baker

Local Auxiliary Reports

Asheville..... Mrs. Albert Chandley
Charlotte..... Mrs. Lester C. Smith
Durham-Chapel Hill.... Mrs. E. A. Brecht
Greensboro..... Mrs. Stephen Forrest
Lizzie Hancock Chapter Mrs. C. E. Page, Jr.
Raleigh..... Mrs. D. L. Jordan
Winston-Salem..... Mrs. Leon Cahill
District 6..... Mrs. J. C. Jackson
District 9..... Mrs. W. R. Adams

Appointive Committee Reports

Special Committee..... Mrs. A. L. Fishel
Report and Recommendations
by President..... Mrs. M. L. Jacobs
Announcements
Installation of Officers
Adjournment

Serve
Golden Tap Fruit Juices



At Your
Fountain

Fancy Orange Juice — Grapefruit Juice

Use
Dixie Cups
for All Occasions



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GARLAND C. NORRIS CO.
Raleigh, N. C. Phone 2-0324

Welcome to Durham

Ladies, oh ladies of N. C. P. A.

You have a date for the first week in May!

Our State Convention days again are here—

Durham sends a greeting that's warm and sincere!

We hope that Dame Fate will wave you no ill,

We must have you with us in Durham and Chapel Hill.

So lay well your plans to leave behind

All the "musts" you dare not shirk

As well as the cares that tend to irk.

Come husbands, come wives!

We want you—each one—

For all together

We hope

To have fun!

Mrs. Ralph P. Rogers

General Convention Chairman

Woman's Auxiliary.



MRS. RALPH P. ROGERS



Lance

The Best
Peanut Butter
Sandwiches
Peanuts
Candies
and Other
Bakery Products

We Are Hoping to See You at the N. C. P. A.

Annual Convention in Durham

May 3-5

and

Looking Forward to Serving You

Throughout the Year



O'HANLON-WATSON DRUG CO.

Winston-Salem, N. C.

Secretary Goodrich to Be Busy at Convention

An indispensable convention personality—J. Floyd Goodrich—the Secretary-Treasurer of The Traveling Men's Auxiliary.

Besides registering better than 200 members of The Travelers, with the capable help of his Assistant Secretary-Treasurer, Miss Hattie Leigh Dudley, Floyd will have charge of the Golf Tournament, which will be run off over the Hope Valley course, said to be one of the best in the State. The winner of this event will receive a handsome trophy, illustrated elsewhere in this convention issue, through the courtesy of The Yager Liniment Company.

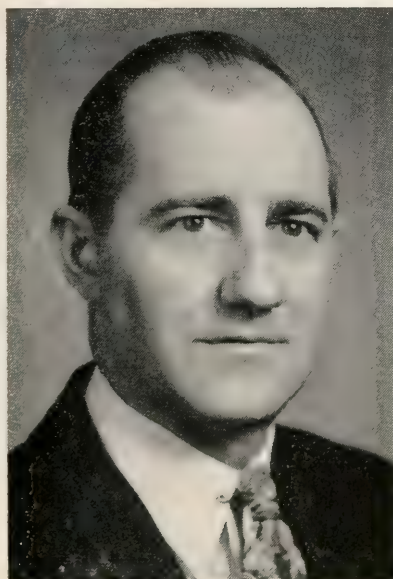
As Sales Manager of the B. C. Remedy Company, Secretary Goodrich will be interested in the barbecue being sponsored by his firm in cooperation with the School of Pharmacy at the University. And if you don't go for barbecue, there'll be plenty of brunswick stew.

The T. M. A., with approximately 300 members, is believed to be the largest organization of its type in this country. Much

of its growth and successful work can be attributed to the gentleman pictured below.



J. FLOYD GOODRICH, *Sec'y-Treas.*
Traveling Men's Auxiliary



GILBERT C. HARTIS, *Chairman*
T. M. A. Entertainment Committee

Exceptional Show Booked by T. M. A.

Gilbert C. Hartis, well known pharmacist and sales representative of Parke, Davis & Company, with headquarters in Winston-Salem, was given the job of arranging entertainment for the last night of the convention—the Annual Traveling Men's Auxiliary Party. Those who are acquainted with "G. C." know his ability for getting things done, promptly and efficiently.

For the past month he has been in touch with various booking agencies and from the shows available he selected one of the best in the nation—"Dr. Meff and his Madhouse of Mystery." Then, as a concluding feature, he has arranged for Roy Cole and his Orchestra to play for the dance.

The T. M. A. Floor Show and Dance will be held in the Durham Armory—just a short block from The Washington Duke Hotel, convention headquarters.

Come and help us enjoy an evening of thrills. If your heart is weak, bring your Digitalis along.

FOUNTAIN OWNERS BUY 5,753 DISPENSERS IN FOUR MONTHS



THE NEW COCA-COLA DISPENSER
*Uniform quality in every drink...
Uniform profit from every gallon*

It's exciting, the way fountain owners are buying new De Luxe Dispensers for Coca-Cola.—And they are buying for the two best reasons a retailer can have: sales and profits.

The dispenser serves 115 drinks to the gallon. At practically all fountains, that means additional sales per gallon. It means additional gallonage, too. People favor a fountain where they can count

on uniform quality in every drink.

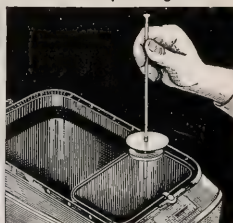
Thus, a dispenser offers you two sources of new profits—from extra sales per gallon and from increased gallonage. Every day you wait, you are missing benefits which thousands of dispenser owners enjoy.

Place your order now with your regular wholesaler of Coca-Cola. This dispenser is manufactured by the Dole Valve Company, Chicago, Ill.

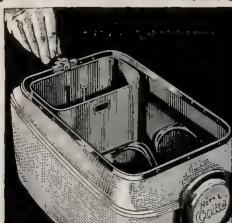
Four of the numerous operating advantages of the NEW COCA-COLA DISPENSER



1. Built-in carbonated water shut-off valve is instantly accessible.



2. Removable air-vent tube enables you to drain syrup quickly.



3. Single, rapid-action latch makes removal of inner assembly easy.



4. Cleaning is simple job because of single-unit assembly of syrup tank, cold plate and mixing valve.

("Coca-Cola" and its abbreviation "Coke" are the registered trademarks which distinguish the product of The Coca-Cola Company.)

T. M. A. Business Session

The annual business session of The Traveling Men's Auxiliary will be held in The Washington Duke Hotel, beginning at 10:30 A.M. on Thursday, May 5th. Charlie E. Davis, President of the Travelers, will preside.

As customary in the past, members of The Traveling Men's Auxiliary will participate in the joint session the first night of the convention, and will be hosts to the entire convention group on the last night at which time they will stage an elaborate stage show, "Dr. Meff and his Madhouse of Mystery." This to be followed by a dance with music furnished by Roy Cole and his Orchestra.

Thanks to Reaco

Floyd Goodrich tells us that Reaco Products is supplying golf balls for the tournament to be run off over the Hope Valley

course on Wednesday, May 4. This is a generous contribution on the part of Reaco—perhaps its president, I. T. Reamer, who is a first rate golfer, may win that handsome trophy being donated as first prize by The Yager Liniment Company. But since C. T. Council says he has his eye on this trophy, "I. T." may have to extend himself to win this year.

Local Committees Traveling Men's Auxiliary

Memorial Service Committee

S. O. Bailey, *Chairman*

Committee on Rooms

F. A. Stovall, *Chairman* F. J. Williams, Jr.

Ray Weathers

C. T. Byerly

Golf Committee

J. Floyd Goodrich, *Chairman*



OFFICERS OF THE TRAVELING MEN'S AUXILIARY OF THE N. C. P. A. *Seated, left to right:* J. Floyd Goodrich, Secretary-Treasurer, Durham; Miss Hattie Leigh Dudley, Assistant Secretary-Treasurer, Durham; F. F. Potter, Immediate Past-President, Charlotte; W. W. Morton, Vice-President, Durham; and C. E. Davis, President, Kershaw, S. C. *Standing, left to right:* W. S. Gibson, Goldsboro; Joe L. Wear, Charlotte; Norman B. Moury, Greensboro; and J. M. Darlington, Winston-Salem—All Directors of the T. M. A.

FROM NORRIS . . .

A big welcome!



*The
Variety Box
\$2.00 the Lb.*

Other NORRIS Favorites

Lb.

Peachtree Chocolates \$1.50

Della Robbia Mints \$1.25

Whims Chocolates \$1.25

Choc. Penguins \$1.00 box

Juvenile Packages \$.35 ea.

NORRIS

EXQUISITE
CANDIES

NORRIS CANDY CO., 223 Peachtree St., Atlanta, Ga.



**THE TRAVELING MEN'S AUXILIARY WILL SPONSOR
A GOLF TOURNAMENT, WEDNESDAY, MAY 4**

The handsome Trophy illustrated above will be awarded by the Yager Liniment Company to the winner of the Tournament, which will be run off over the Hope Valley Country Club course. Trophy will be presented during TMA Party, May 5.

J. Floyd Goodrich, Golf Chairman.

Greetings

FOR YOUR STILL GREATER PROFIT
SELL

THE MIRACLE PAIR FOR DENTAL CARE



1 OUNCE
FACTS COMPANY
CHICAGO, ILL.
MADE IN
U. S. A.

Welcome to Chapel Hill

The School of Pharmacy of the University of North Carolina is looking forward with pleasure to a visit from those attending the Convention of the N. C. Pharmaceutical Association in Durham on May 3-4-5. We want to extend a cordial invitation to all members and guests to come by Howell Hall of Pharmacy whenever they can find an opportunity to do so. We are delighted that arrangements are being made for the convention to spend an afternoon and evening in Chapel Hill. Be sure to make Howell Hall your headquarters when you are in the Village. We shall do everything we can to make your visit pleasant.

M. L. Jacobs, Dean
School of Pharmacy



M. L. JACOBS, *Dean*
School of Pharmacy, U. N. C.

The officers and members of the N. C. P. A. join with the Convention Committees in extending their appreciation and gratitude to all Advertisers for their generous support of this—the Program Issue of the Carolina Journal of Pharmacy.

Compliments of

THE S. E. MASSENGILL COMPANY

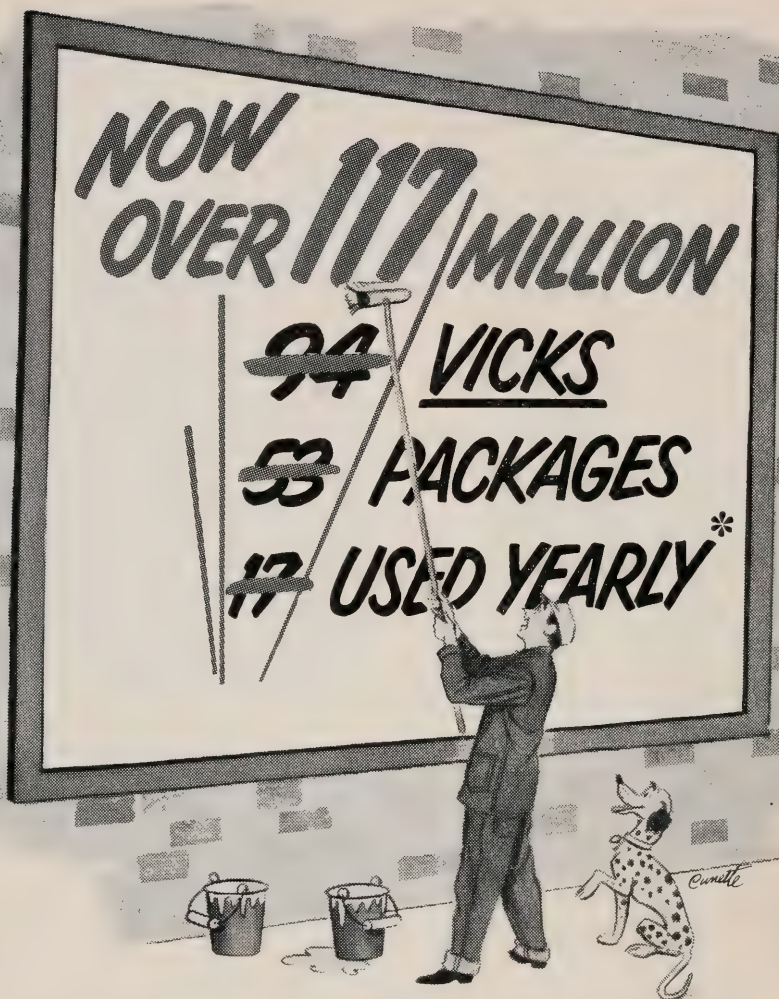
Bristol, Tennessee

NEW YORK

SAN FRANCISCO

KANSAS CITY

LIVITAMIN with IRON SEMPYLEX
MASSENGILL POWDER ALDIAZOL-M
PAOCIN C Z O LOTION CIMADROX



Thanks, Carolina Druggists!

for your help in adding a new and bigger
number to VICKS world-famous slogan.

* VICKS VAPORUB
VICKS VA-TRO-NOL
VICKS Medicated COUGH DROPS
VICKS INHALER

VICK CHEMICAL COMPANY Greensboro, N. C.

"PRESTO"

Quick Relief
for ACID INDIGESTION
DISCOMFORT OF COLDS
MUSCULAR ACHES AND PAINS.
HEADACHES

Alka-Seltzer

Alka-Seltzer

ONE A DAY
VITAMINS

3 KINDS

ONE A DAY
VITAMINS

3 KINDS

What "Magic" Power Makes Alka-Seltzer Sell So Fast?

THIS NEW Alka-Seltzer Window Display, called "The Boy Magician," will soon be appearing in drugstore windows all over the land.

But there's nothing mysterious about the magic of Alka-Seltzer's fast turnover!

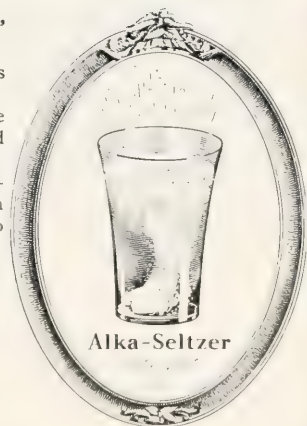
Your customers keep buying it because they know it brings the relief they seek, AND because they are being everlastingly reminded of its merits.

Window displays like the one shown above, PLUS 21 nationwide radio broadcasts each week, PLUS advertisements in 71 million copies of magazines every month, keep the public "in the mood" to buy Alka-Seltzer at their favorite drugstores.

How is your stock right now? Have you plenty on hand?

MILES LABORATORIES, INC.
ELKHART, INDIANA

Partners of the Retail Druggist for more than 60 years





YOU WILL *Enjoy*

THE NORTH CAROLINA
PHARMACEUTICAL ASSOCIATION

CONVENTION

IN

DURHAM

MAY 3-4-5, 1949

W. H. King Drug Company

Wholesale Druggists

Raleigh, North Carolina

"The House of Friendly and Dependable Service"

The Carolina **JOURNAL OF PHARMACY**

Published Monthly by the North Carolina Pharmaceutical
Association at Chapel Hill, N. C.



A portrait of the late Dean John Grover Beard, shown on the wall, was formally presented to the School of Pharmacy on May 4 by C. C. Fordham Jr., of Greensboro (right) on behalf of Dean Beard's many friends and former students. Acceptance of the portrait was by Dean M. L. Jacob (center). The portrait was painted by Henry Rood, Jr., of Greensboro shown on the left.

May, 1949

IN THIS ISSUE

BUSINESS TRENDS

equality

"We hold these truths to be self-evident—
that all men are created equal;"
so wrote the Sage of Monticello.

Equality among business enterprises
is tantamount to Thomas Jefferson's equality among men.

Based on the broad interpretation
of this democratic principle,
the Lilly Policy was instituted fifty-four years ago.

Incorporated in it are consideration
and respect for the rights of the retail pharmacist,
large and small alike.

Equal opportunity for all,
special concessions to none are its mandates.
The Lilly Policy is a guarantee of fair business relations.

ELI LILLY AND COMPANY
INDIANAPOLIS 6, INDIANA, U. S. A.

Lilly





Day in, Day out

in all seasons and climates, patients require

BENADRYL[®]

BENADRYL Hydrochloride (diphenhydramine hydrochloride, Parke-Davis) is effective in a large variety of allergic conditions, including the seasonal types, such as hay fever, and the non-seasonal types, such as acute and chronic urticaria, angioneurotic edema, vasomotor rhinitis, contact dermatitis, erythema multiforme, pruritic dermatoses, dermatographism, serum sickness, food allergy, and sensitization to drugs, such as penicillin and the

sulfonamides. Relief with BENADRYL is rapid. Treatment is simple and patients can be economically maintained free of symptoms.

Day in, day out, across the country, prescriptions call for BENADRYL—for BENADRYL gives results. At all times, especially during the hay fever season, continued stocking of BENADRYL permits the quick service in filling prescriptions that is appreciated by both the prescribing physician and the patient.

BENADRYL KAPSEALS[®] Each Kapsal contains 50 mg. of Benadryl Hydrochloride. Supplied in bottles of 100 and 1000.

CAPSULES BENADRYL HYDROCHLORIDE. Each capsule contains 25 mg. Benadryl Hydrochloride. Supplied in bottles of 100 and 1000.

ELIXIR BENADRYL HYDROCHLORIDE, each 4 cc. (one teaspoonful) contains 10 mg. of Benadryl Hydrochloride. Supplied in 16-ounce and 1-gallon bottles.

BENADRYL STERIL-VIAL[®] Sterile solution for parenteral use containing 10 mg. of Benadryl Hydrochloride in each cc. of solution. Supplied in 10-cc. Steri-Vials.

BENADRYL CREAM, contains 2% Benadryl Hydrochloride in a water-miscible base. Supplied in 2-oz. collapsible tubes.

PARKE, DAVIS & COMPANY • DETROIT 32, MICHIGAN



EVERFRESH MAGNESIA

The Name at the Top—It's EVERFRESH



and . . . The Top
Name among qual-
ity brands assures
PROFITS—
Assures
DEMANDS.

"The swing is defi-
nitely toward the
brands the public
knows."

Fair Trade Price
25c

The McCambridge & McCambridge Co.
Baltimore 23, Md.

Increase Fountain Business With

EVANS Fountain Fruits and Flavors

Order through your local
drug house or candy jobber!

Made by E. B. Evans Co., Phila., Pa.

Prescription Balances Repaired

Speedily Accurately Economically

Our convenient Southern location
and competent shop technicians
eliminate useless waiting and de-
crease repair costs.

PHIPPS & BIRD, Inc.
303 S. Sixth Street Richmond, Va.

POWERS-TAYLOR DRUG COMPANY

Richmond, Va.

Wholesale Druggists
Importers & Jobbers
Druggists' Sundries & Fancy Goods

We solicit your orders

Our experience of over 70 years
insures our ability to serve you
satisfactorily

SPECIFIC THERAPY SPECIFIC POTENCY

For oral anti-anemia ther-
apy, more and more physi-
cians specify "Valentine"
liver products. Each 45 cc. of

Liquid
EXTRACT of LIVER
"VALENTINE" (U.S.P.)

represents 1 U.S.P. Oral Unit containing
the important Cohn-Minot and Whipple
fractions, as well as over twice M.D.R. ribo-
flavin per fluidounce. In 8 fl. oz. bottles.

For intramuscular use, specify
LIVER INJECTION CRUDE U.S.P.
"VALENTINE"
(1 U.S.P. Injectable Unit per cc.) In 10 cc. vials

Valentine Co.

RICHMOND, VA.

Since 1871



ATTENTION PHARMACISTS: The advertisement
above is appearing in national and sectional
medical journals. Check your stock. Be sure your
supply of Liquid Extract of Liver "Valentine" is
adequate.

Information gladly supplied

ever-increasing

The use of antihistaminics is rapidly increasing as more and more clinical indications for them are discovered. This means that more and more **TRIMETON** will be used.

TRIMETON*

(brand of propenpyridamine)

Chemically:

TRIMETON is different from other antihistaminics.

Clinically:

it is effective in smaller doses than those of many other antihistaminics.

TRIMETON is consequently recognized as a superior preparation for the many conditions in which antihistaminic therapy is of proved value.

For the pharmacist the increased demand for TRIMETON is reflected in mounting prescription volume. Stocks are now ample for filling your orders.

DOSAGE: One-half to one 25 mg. TRIMETON Tablet three times daily.

PACKAGING:
TRIMETON, 1-phenyl-1-(2-pyridyl)-3-dimethylaminopropane, is available in 25 mg. tablets, scored, in bottles of 100 and 1000.

*TRIMETON trade-mark of Schering Corporation

Rx

Rx
Trimeton
100 tablets
Sig: 1 tablet T.I.D.
Jes. L. M. M.



Schering

CORPORATION

BLOOMFIELD, NEW JERSEY

IN CANADA, SCHERING CORPORATION LIMITED, MONTREAL



Research Foundation Receives Grant from Sharp & Dohme

Dr. Hartung to Supervise Studies on Hydrogenation

The award of two new research grants and the renewal of two others was announced today by Dr. L. Earle Arnow, Director of Research, Sharp & Dohme, Inc., Philadelphia.

A new grant to the University of Pennsylvania will support a research program of Dr. Paul Gyorgy and associates in the Department of Pediatrics. This group is studying the role of pancreatic extracts in the prevention of fatty infiltration of the liver.

The North Carolina Pharmaceutical Research Foundation is the recipient of the other new grant, which will support work on hydrogenation studies being conducted by Dr. Walter H. Hartung, School of Pharmacy, University of North Carolina.

Grants renewed were to:

Columbia University in support of Dr.

H. W. Brown's work on testing new compounds for antimalarial, filaricidal and amebicidal properties.

Massachusetts Institute of Technology in support of Dr. Arthur C. Cope's work on barbiturates, antiseptics, anesthetics and analgesics.

"On-the-Job Training"

If you have a veteran in your employ, or contemplate employing one, who desires to participate in the Veteran's Administration "on-the-job training program," you can obtain complete details by writing: Mr. G. W. Johnson, Office of Veterans Education, P. O. Box 5875, State College Station, Raleigh, North Carolina.

In setting up the program in your pharmacy, it is necessary for you to outline the course to be offered. In connection with this, the N. C. Pharmaceutical Association can be of assistance. Write the Association for details.

Best bets for Profits



New Softer Kotex*

—the napkin that outsells
all others combined



WRITE
US TODAY

SCOTT DRUG CO.

**CHARLOTTE
N. CAROLINA**

AN OLD SOUTHERN CUSTOM...



More Popular Than Ever!



FROM THE LOVERS of yesterday the lovers of today have inherited the Old Southern Custom of giving Nunnally's. And they are using Nunnally's Box Bountiful more and more as a symbol of affection. Why not give that lovely lady a thrill with a box of Nunnally's today?



GIVE
Nunnally's
THE CANDY OF THE SOUTH

YOU LIKE OUR SERVICE TO PHARMACISTS

**Here's Protection for your employees
and their families.**

Life Insurance on the franchise plan

Loss of time \$100.00 per month

Hospital \$5.00 per day (or more) for 90 days.

For every member of family

Surgeon's Fees \$10.00 to \$150.00 per operation.

For every member of family

Medical care (non surgical) hospital and home

All this is available to your employees on the pay roll deduction plan, on the following premium paying basis.

1. The employer pays entire premium which is deductible as business expense from income taxes.
2. The employer pays part of premium. That part which he pays is deductible as business expense from income taxes.
3. The employee pays it all, in which event employer may not deduct from income tax.

This is employee-employer goodwill relation.

It costs nothing to inquire. Every drug store member of the N. C. P. A. is eligible for this service.

Premiums payable monthly, quarterly, semi-annually or annually.

Write for particulars to

F. W. SARLES, State Manager

Inter-Ocean Insurance Company

222 PIEDMONT BLDG.

GREENSBORO, N. C.

AGENCY REPRESENTATIVES:

R. J. GOLDEN, MRS. J. E. FERGUSON, LUCAS ABELS



ANNOUNCING

Amnestrogen

Squibb Conjugated Oral Estrogens (water-soluble)

What is it?

AMNESTROGEN TABLETS are the new Squibb oral estrogens, with potency expressed as milligrams of sodium estrone sulfate, an orally effective form of estrone. Conjugated, water-soluble, naturally-occurring estrogens (equine origin).

Promotion:

AMNESTROGEN TABLETS are now being detailed by the entire Squibb staff. Extensive professional promotion is now under way.

When is it indicated?

Whenever estrogens are needed, AMNESTROGEN TABLETS are recommended as convenient and potent therapy for menopausal and hypogonadal patients who require estrogens over a period of months or years.

How does it act?

AMNESTROGEN TABLETS supply naturally-occurring, water-soluble estrogens of high potency for oral administration.

What are its advantages?

Economy • Convenience
Safety • Clinical success
Agreeable medication • Uniformity

How supplied:

AMNESTROGEN TABLETS are supplied in 4 potencies to permit flexible dosage:

0.3 mg. tablets (green) Bottles of 100
0.625 mg. tablets (red) Bottles of 100 and 1000
1.25 mg. tablets (yellow) Bottles of 100 and 1000
2.5 mg. tablets (purple) Bottles of 25 and 100

E·R·SQUIBB & SONS

Your Customers Will Soon Be Moving Out-of-Doors

Be Prepared For This Business

We have a full line of the following items in stock.

Poloron Jugs, Ice Boxes, etc.

Knapp Monarch Jugs

Goodrich Bathing Caps

U. S. Howland Bathing Caps

Water Wings

Poloroid & Cool Ray Sun Glasses

Tudor & Solarex Sun Glasses

And other items for that very profitable Summer business.



OWENS & MINOR DRUG CO., Inc.

1000 E. Cary St.

Richmond, Virginia

"Good Drug Wholesalers since 1882"

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
AT CHAPEL HILL, N. C.

W. J. SMITH, MANAGING EDITOR

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Single Numbers, 15 Cents

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MAY, 1949

No. 5

Prescription Bill Must Be Supported

Medicinals dispensed on prescription should be exempt from provisions included in Section 502 of the Federal Food, Drug and Cosmetic Act, according to John W. Dargavel, executive secretary of the National Association of Retail Druggists in his editorial message in the May 16 issue of the *N.A.R.D. Journal*.

Mr. Dargavel goes on to say:

"The statutory stipulations and the bureaucratic regulations coupled to them are unjustifiable and moreover they cannot be defended from the standpoint of the general welfare.

It takes only casual study to discern the facts as follows:

"(1) Federal control of prescriptions deprives the states of rights identified with historical tradition.

"(2) Ethical concepts of pharmacy are to a large extent nullified through Section 502.

"(3) The laws of the states provide ample protection to safeguard public health against abuses that involve every class of prescriptions.

"(4) Federal control of prescriptions has created an intolerable situation through arbitrary administrative decisions in connec-

tion with misunderstood phraseology of statutory provisions.

"(5) Section 502 is responsible for conditions of confusion that are detrimental to the general welfare. (Bureaucratic stipulations for enforcement have run hogwild on several occasions and quite often they have been based on questionable interpretations of the intention of Congress.)

"(6) The druggists are compelled to contend with frequent problems coupled to Section 502. (Physicians often refuse to consider the position of the pharmacist in connection with refills and telephoned prescriptions that include medicinals under federal control. Also there are the alarms of patients over scare labels that must be used.)

"The N.A.R.D. has had a corrective proposal introduced in Congress through Representative Carl T. Durham of North Carolina. The bill has been designated H. R. 4203. It calls for exemption of prescriptions from Section 502 of the Federal Food, Drug and Cosmetic Act.

"You druggists are urged to give the measure determined support. It is important for you to write to the representative from your district to let him know you wish to have the bill enacted. The corrective measure will go nowhere unless you do. You asked for the proposed amendment. Now it is up to you to give effective support to H. R. 4203."

Congressman Durham Presents Budget Request for Atomic Energy Commission

Twelve years ago I would go into Eubanks' drug store and ask Carl Durham to fill a prescription for me. He would do the job and put the charge, maybe 75 cents or a dollar, on my bill.

This week I read in the Congressional Record a speech delivered in the House of Representatives by Carl Durham, in which he, as vice-chairman of the Joint Senate-House Committee on Atomic Energy, presented the budget request for about 1½ billion dollars for the Atomic Energy Commission.

He was just as well informed about the business at hand, just as sure of his ground, when he told the House what the 1½ billion dollars would be spent for, as he had been when he filled my 75 cent prescription.

The two incidents, twelve years apart, recall the parable in the Bible about the master who said to his servant, "Thou hast been faithful over a few things, I will make thee ruler over many things."—Louis Graves in *The Chapel Hill Weekly*.

Dr. T. C. Smith Co. Celebrates 80th Anniversary

During National Pharmacy Week and by way of celebrating their 80th Anniversary, the Dr. T. C. Smith Company, of Asheville, saluted their pharmacist friends by inserting a full page ad in "The Asheville Citizen-Times." Headed "Long Before the Pyramids Were Built," the message went on to state:

"Rooted deep in the recess of time are the glorious traditions of pharmacy. When the profession was first practiced is unknown, but the art of the apothecary is mentioned in the earliest recorded history. Service to the sick is the simple vibrant principle upon which the profession has thrived for centuries.

"Your pharmacist today is a scientific man of formal education and long experience. He stands with your physician as a vigilant guardian of health. Compounding and dispensing of health-restoring agents

is the work to which your pharmacist's life is devoted. Truly it is an indispensable work—of benefit to all humanity.

"Rely with confidence on your retail pharmacist."

Honest Customer Pays Up

J. N. Eubanks has been in business in Greensboro (McDuffie-Eubanks Drug Company) for a good many years and has gotten pretty familiar with the store's clientele and what to expect in dealing with the public. But every so often something occurs which heightens his interest in the public and its reaction; something a bit unexpected and out of the ordinary.

The letter reproduced below falls into this classification. Mr. Eubanks says it is the first of its type he has ever run across. Here indeed is an honest man.

Kind Sirs:

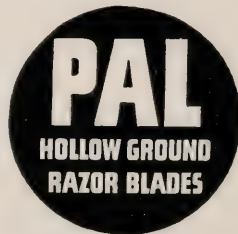
I found out my grandson only paid you \$1.20 for those Evac-u-Gens, and you gave me \$1.50. So when I go to pray it comes up before me so I am sending you thirty cents in stamps. My Heavenly Father wants me to go strait.



DOUBLE DISPLAY

Many a man *displays* good sense every morning by shaving with a Pal Hollow Ground Blade. He gets a quicker, slicker, better shave. Druggists, too, *display* good sense by *displaying* Pal Hollow Ground Blades prominently on their counters. Pal gives the highest profit of any nationally-advertised blade.

"Pal's the Blade It Pays to Push"



DOUBLE and SINGLE EDGE

Pal Blade Co., Inc., 43 West 57th St., N.Y.C.

R. N. Watson Commissioned Member Board of Pharmacy

Mr. Ballew resigns on account of ill health

Robert Neal Watson, co-owner of the Lee Drug Store, Jonesboro Heights, Sanford, N. C., has been named by the N. C. Board of Pharmacy to succeed James Gordon Ballew, of Lenoir, as a member of the Board. Mr. Ballew, a member of the Board since 1926 and its president for the past four years, resigned on account of ill health.

Mr. Watson will complete the unexpired portion of Mr. Ballew's term of office, which ends on April 28, 1950. At the recent annual meeting of the N. C. P. A., Mr. Watson and Mr. W. T. Glass, Jr., of Wilmington, were selected as Board of Pharmacy nominees. The successful candidate will be commissioned to the Board for a term of five years, beginning April 28, 1950.

The newly commissioned member of the Board was born in Jonesboro, May 16, 1914. He is a graduate of the School of Pharmacy, University of North Carolina, Class of 1938.

Shortly after graduation he accepted a

position with the Waccamaw Drug Company of Chadbourne. Later, in 1939, he became associated with the Lee Drug Store, of Sanford, a business which he and Fred Ray purchased in 1941. Today, this pharmacy is one of the leading prescription stores in Eastern North Carolina.

Mr. Watson joined the N. C. P. A. in 1939 and converted his membership to "life" classification in 1943. He is also a member of the N. A. R. D., the A. Ph. A., the Sanford Chamber of Commerce, and a 32nd degree Scottish Rite Mason.

The Board of Pharmacy was reluctant to accept Mr. Ballew's resignation, but since he insisted, the action was taken in the hope the lifting of this additional responsibility would speed his recovery. Wade A. Gilliam, of Winston-Salem, was elected to act as president of the Board until the regular election of officers at the June meeting.

Few men have served so faithfully in our ranks as has Mr. Ballew. He started in the drug business with the late Doctor W. W. Scott of Lenoir in 1892. Following graduation from the Maryland College of Pharmacy in 1902, he was associated with various drug concerns in Baltimore until 1912. He spent one year in Detroit with Frederick Stearns and Company before returning to Lenoir in 1913, where he has been engaged continuously in the practice of pharmacy.

Besides taking an active part in the affairs of the Board of Pharmacy and the Association, Mr. Ballew has been identified most closely with various civic and business enterprises of Lenoir and Caldwell County. He has served as a director of the Union National Bank, the Lenoir Industrial Bank, the Mutual Building and Loan Association, and is a past president of the Lenoir Merchants Association and an organizer and the first president of the Lenoir Rotary Club.

As a part of the action taken by the

(Continued on Page 259)



ROBERT NEAL WATSON

NOT A SHADOW OF A DOUBT . . .



**More women choose Kotex*
than all other sanitary napkins**



**PLEASE ORDER
FROM**

DR. T. C. SMITH CO.

**ASHEVILLE
NORTH CAROLINA**

69th Convention Attracts 900 Persons to Durham

Jackson Installed as NCPA Head

J. C. Jackson, Lumberton pharmacist and member of the N. C. Board of Health, was installed as president of the N. C. Pharmaceutical Association for the coming year at the concluding session of the organization's annual convention, held in Durham May 3, 4 and 5.

Serving with him will be W. R. McDonald, Jr., Hickory, first vice-president; J. Paul Gamble, Monroe, second vice-president; W. B. Gurley, Windsor, third vice-president; W. J. Smith, Chapel Hill, secretary-treasurer; and T. J. Ham, Jr., Yanceyville, member of the executive committee.

Convention attendance was a bit above average. While the official figures have not been tabulated by the three organizations (N. C. P. A., T. M. A., and Woman's Auxiliary) at the time this is written, it is known there were better than 900 persons present at the 69th get-together.

Carefully planned business and entertainment programs by the three organizations kept the convention delegates jumping from one event to another. From the first session, when Parke, Davis' MacCartney sounded the convention keynote, to the final session featured by three major talks, there was something of pharmaceutical importance going on.

The entertainment was unusually good this year. Warren Foster of Atlanta, billed as "Coach Bob Fumble of Siwash College," rolled up an all-time laugh record. And the three hour show sponsored by Justice Drug Company in Chapel Hill on May 4 was roundly praised by the 800 persons who attended. And we are not forgetting the high calibre of the magic show and dance put on under the sponsorship of The Traveling Men's Auxiliary as a closing feature of the convention.

Our press date and lack of space prohibits full coverage of the convention at this time, however, you'll get all the details plus a picture story of the meeting in the

Association's Year Book, soon to be released throughout the State.

Officer-nominees of the N. C. P. A. were announced by W. L. West, of Roseboro, Chairman of the Nominating Committee. They are: For President: W. R. McDonald, Jr., of Hickory and O. K. Richardson of Boone. For First Vice-President: J. Paul Gamble, of Monroe and A. Kirk Hardee of Charlotte. For Second Vice-President: W. B. Gurley of Windsor and B. R. Ward of Goldsboro. For Third Vice-President: W. A. Ward of Swannanoa and A. P. Turnmyre of Mount Airy.

For member of the N. C. P. A. Executive Committee: J. C. Jackson, Lumberton and George McLean, Clinton. For member of the State Board of Pharmacy: W. T. Glass, Jr., of Wilmington and R. N. Watson, of Sanford.

For Directors of The Research Foundation (two to be selected): Paul B. Bissette, Wilson; John A. Goode, Asheville; I. T. Reamer, Durham, and P. J. Suttlemyre, Hickory.

W. W. Morton of Durham was elected president of the Traveling Men's Auxiliary, succeeding C. E. Davis of Kershaw, S. C. Other officers named by the T. M. A. include G. C. Hartis, Winston-Salem, vice-president; J. Floyd Goodrich, Durham, who was elected for his 21st year as secretary-treasurer; and Miss Hattie Leigh Dudley, of Durham, assistant secretary-treasurer.

Named to the T. M. A. Board of Governors were C. E. Davis, Kershaw, S. C.; F. F. Potter, Charlotte; Joe Wear, Charlotte; M. G. Morris, Greensboro; and J. M. Darlington, Winston-Salem.

Election of officers and the announcement of an addition of \$1,000 to its scholarship fund at the University featured the annual business meeting of The Woman's Auxiliary.

Mrs. W. A. Ward of Swannanoa was

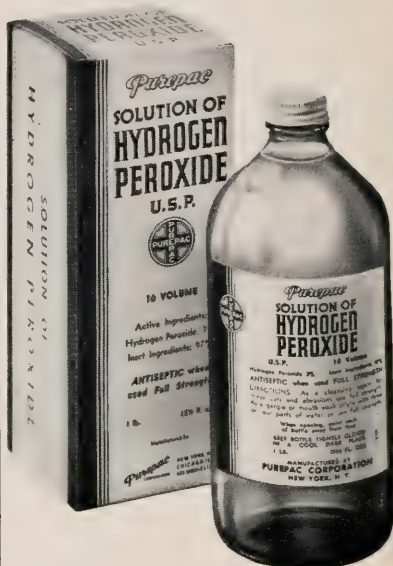
(Continued on Page 223)

Purepac

SPECIAL OFFER

Yes . . . here's another profitable opportunity awaiting you in May . . . Purepac's HYDROGEN PEROXIDE — 10 & 20 Volume . . . specially priced for greater sales — turnover — **AND PROFITS!!**

Another **MUST** not to be MISSED!!



10 VOL- UME	Regular Price Per Doz.	SPECIAL PRICE PER DOZ.	FTM	*PROFIT
¼ lb.	1.00	.72	.15	60%
½ lb.	1.40	1.10	.23	60%
1 lb.	2.10	1.60	.33	60%
20 VOLUME				
¼ lb.	1.35	.90	.20	63%
½ lb.	2.10	1.50	.30	58%
1 lb.	3.30	2.50	.47	56%

*Based on May Special Price, retailers' gross profit at Fair Trade Minimum prices.

JUSTICE DRUG COMPANY

GREENSBORO, N. C.

SIXTY-NINTH CONVENTION

(Continued from Page 221)

elected president of the Auxiliary, succeeding Mrs. M. L. Jacobs of Chapel Hill.

Other officers elected by the Auxiliary include: Mrs. Stephen Forrest, Greensboro, first vice-president; Mrs. T. J. Ham, Jr., Yanceyville, second vice-president; Mrs. A. B. Chandley, Asheville, secretary-treasurer; Mrs. D. L. Jordan, Raleigh, historian; Mrs. C. E. Page, Jr., Henderson, parliamentary; and Mrs. H. C. Starling, Raleigh, and Mrs. M. L. Jacobs, Chapel Hill, advisors.

Secretary Smith, in his annual report, announced a total N. C. P. A. membership of 1,060 as of April 1, 1949—the largest membership in the history of the N. C. P. A. Total assets of the Association, including Institute of Pharmacy funds, were listed at \$38,000.

The Association continued its policy of passing out mimeographed committee reports on one day and acting on each individual report the following day. This practice, which has met with favorable response on the part of the members, leaves more time for transaction of urgent business. All reports adopted at the convention will be published in the Year Book.

Resolutions adopted by the Convention included:

(1) "Record the Association's approval of the Bureau of Education on Fair Trade and urge its members to support the Bureau's program when called upon to do so."

(2) "Register our opposition to any form of compulsory health insurance or any system of political medicine designed for national control."

(3) "Commend the American Pharmaceutical Association for its development of education health programs, and extend to it the cooperation of member stores of the N. C. P. A. in the display and distribution of bulletins, leaflets and other material as received."

(4) "Endorse the establishment of a State Health Council and pledge its support to the Council in the carrying out of its objectives."

(5) "Condemn the use by pharmacists of unethical advertising which has the effect of lowering the public's estimation of pharmacy."

(6) "Pledge its support in the campaign against the publication and distribution of indecent and salacious books, magazines and other periodicals, with particular attention to be centered on comic books which feature crime and sex in a manner to be subversive to good civic and moral standards, and also to oppose block or group sales of magazines whereby distributors force on our members

undesirable periodicals, and lend their support in the passage of city ordinances correcting such evils."

(7) "Repeal of the 20% excise tax on cosmetics and baby preparations."

(8) "Express to James Gordon Ballew its appreciation for his many years of service to Pharmacy, as a member of the N. C. Board of Pharmacy."

(9) "Request the N. C. Board of Pharmacy to correct a situation described as 'Whereas there are a good many stores allowing unregistered men to unlawfully fill prescriptions, not only jeopardizing the profession and the health of the public, but imposing unfair competition on the pharmacist who tries to operate his store according to our laws.'"

Resolutions were adopted commending President Ham and Mr. and Mrs. W. J. Smith for their services to Pharmacy.

A resolution directing the N. C. Board of Pharmacy to refuse to issue a new pharmacy permit to anyone to operate a drug store, pharmacy, apothecary or the like "unless a licensed pharmacist owns at least 25% of the business" was voted down.

State Pharmacists Here

Editorial, *Durham Herald*, May 5, 1949

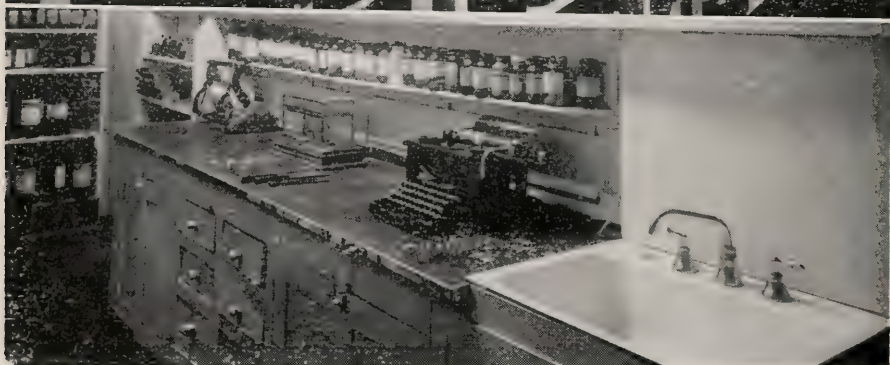
The North Carolina Pharmaceutical Association is one of the oldest organized professional groups in the State. Its 69th annual session opened in Durham Tuesday evening.

Some can remember the days when the family physician carried all of the medicines he needed in his little black bag, and pharmacies were found only in the most thickly populated centers. That was before the day of so many bottled medicines available on the shelves of these stores.

The presence of the stores has transformed some procedures. But it has enhanced the demand for trained men, not physicians themselves, who have become the strongest allies of the physicians in every community.

They have been concerned that their relationships with the physicians would be wholesome, cooperative, understanding, and never competitive. Out of that ambition has developed a separate profession, highly technical and equally respected.

Durham welcomes these men and their wives for their convention here.



Gibsonville Drug Company Completes Remodeling Program

Although Mr. Lee Wharton's hobby is antiques, and he owns many beautiful ones, this yen for the old has not been carried into his drug store—the Gibsonville Drug Co., which he keeps modern and up-to-date through remodeling periodically. Recently he did an extensive remodeling and alteration job, and the pictures on the opposite page are proof of the splendid results obtained.

In the top photograph (opposite page), you get the "customer's view" of the semi-open prescription department. The center picture high-lights the well-arranged well-lighted and attractive shelf arrangements of drugs. This facilitates the locating of wanted drugs, and makes an attractive appearance.

The lower photograph illustrates the convenient well-planned prescription desk.

Located adjacent to the sink is the desk on which are to be found the balance, the spatulas, the typewriter for typing labels, and the necessary wrapping materials. Needless to say, Mr. Wharton can fill a prescription with a minimum loss of wasted time and motion.

Although the store presents a thoroughly modern appearance, Mr. Wharton lays claim to the state record for having operated a drug store in the same spot for the longest period. He received his license to practice about forty years ago, and has always brought to the profession the maximum in service to the public. His stock of drugs stresses quality and quantity to serve any demand.

Mr. Wharton has been most successful, not only in the drug business, but as a community worker as well. He has served as a City Alderman and as a member of the Tax Equity Board of Guilford County. He is a Mason, and is a member of the Presbyterian Church.

Headquarters for these fast-moving favorites!



Robert R. Bellamy & Son, Wilmington, N. C.

For Extra Profits!

Display - Sell:



STANBACK HEADACHE POWDERS and STANBACK HEADACHE TABLETS are fast repeaters—give you extra profits per dollar invested.

The same quick-acting formula in both STANBACK POWDERS and STANBACK TABLETS brings satisfied customers back to your store again and again.

All over America people are saying:

Snap Back with
STANBACK

Business Trends

PAUL B. BISSETTE, Wilson

In early April the North Carolina Pharmaceutical Association conducted a business survey among member stores. The purpose of this survey being briefly to determine whether or not drug store business for the first quarter of 1949 was better or worse than during the corresponding period of the previous year.

Our Secretary has given me the returns from this survey and has asked that I attempt an analysis of them.

Before making such an attempt, however, I would like to remind you that I am no business analyst. Will Rogers frequently said, "All I know is what I read in the papers." Unlike Will Rogers I am in the retail drug business and as most of you know don't even get time to read the papers.

The figures Mr. Smith has given me are, of course, blind figures. Meaning that I do not know from what store or what town any of them originated.

These final results are based on 108 returns from about six hundred cards mailed out.

From these 108 returns 57 stores report an average increase of 7.8% while 51 stores report an average decrease in volume of 7.7%.

Before commenting on that let me give you briefly a breakdown of these figures:

SALES INCREASES

8 stores report 1% increase
1 store report 2% increase
7 stores report 3% increase
5 stores report 4% increase
5 stores report 5% increase
2 stores report 6% increase
2 stores report 7% increase
7 stores report 8% increase
2 stores report 9% increase
4 stores report 10% increase
2 stores report 11% increase
1 store report 12% increase
2 stores report 13% increase
1 store report 14% increase
2 stores report 16% increase
2 stores report 17% increase
1 store report 18% increase
1 store report 20% increase
1 store report 23% increase
1 store report 30% increase

SALES DECREASES

3 stores report 1% decrease
3 stores report 2% decrease
4 stores report 3% decrease
2 stores report 4% decrease
10 stores report 5% decrease
2 stores report 6% decrease
4 stores report 7% decrease
4 stores report 8% decrease
3 stores report 9% decrease
7 stores report 10% decrease
1 store report 11% decrease
4 stores report 12% decrease
1 store report 17% decrease
2 stores report 20% decrease
1 store report 30% decrease

Of the 57 stores showing an increase you will note that 37 stores or approximately 65% of the total showed an increase of 8% or less or an average increase of 4.5 per store.

On the other side of the ledger 32 stores or approximately 63% of that total showed a decrease of 8% or less or an average decrease of 4.5 per store.

Now, let's look again at the stores showing increases for the period. Of the remaining 35% only 3 stores showed increases in excess of 17%.

Of the stores showing decreases (again a coincidence) only 3 stores indicated a decrease of more than 17%.

Along with Mr. Truman I have, of late, lost a lot of faith in polls, particularly the sample type. This opinion, I think, was fairly well substantiated in the last presidential election. Therefore I am of the opinion that the 65% and 63% figures respectively, more clearly indicate actual business conditions in North Carolina than the survey totals themselves.

Three stores reported increases of 20%, 23%, and 30%. Could not these stores have been opened in late 1947 or perhaps a new industry opened in their community that would cause an abnormal influx of new business. By the same token the 3 stores showing 20% and 30% decreases possibly had some purely local condition to cause their unusually great drop in volume.

I don't believe I have twisted these
(Continued on Page 229)

NOW..You Can Tell
Your Customers to Take Their Choice,
but take "BC"

TABLETS



POWDER

**10¢ and 25¢
 SIZES**



★ Same famous
 formula—same fast relief.
 Two tablets equal one powder. Both
 act quickly to relieve headaches,
 the pains of neuralgia and
 minor muscular aches.
 Nationally distributed.
 Nationally advertised.

HEARD OVER 350 Radio Stations-247 Newspapers

BUSINESS TRENDS

(Continued from Page 227)

figures to make them fit any pre-conceived idea that I may have had for I had no pre-conceived idea. So, from where I'm sitting it looks like about 50% of our stores showed an average increase of about 4.5% while the other 50% lost approximately 4.5% in volume.

This is good and when consideration is given to the fact that Easter did not come till April of this year while Easter business was included in the figures for the first quarter of '48, I believe average retail business in North Carolina for the first three months of this year was up about 2%.

The most pleasing thing to me about this whole picture is that, based on dozens of opinions expressed here at this meeting, most of this increase has come from our prescription departments.

With the constantly increasing public interest in good health and the increasing recognition of the part the pharmacist plays in this field I must believe that the future of our business is probably on firmer ground than that of most other retail businesses.

You might be interested in some figures I have just received covering 247 drug stores all in small towns and cities in the south. Their average increase for the first 3 months in '49 over the corresponding period in '48 was 1.9%.

I have some other figures from these southern drug stores that I am afraid are typical and are ones most of us are as concerned about as we are volume increases and decreases.

These stores showed an average gross profit of 34.15 in 1947 with a final net profit of 3.19.

In 1948 in spite of a substantial increase in sales their gross had dropped to 33.83% and their net to 2.62% or a loss in net profit of .057%.

I have these North Carolina figures broken down into areas. That is, Eastern, Central, and Western Carolina and also by population areas. Such as towns of less than 5,000 population, towns of 5,000 to 50,000 and towns of over 50,000. Rather than bore you with more of these figures Mr. Smith has agreed to mimeograph them and they are

available to you here.

In closing may I say all authorities seem to agree that we have reached a "leveling" off period. In our own state it seems apparent that the stores which have continued their war-time methods of doing business are beginning to feel the pinch. While the more aggressive who are doing real merchandising and selling are still able to do even better than hold their own.

The recent Drug Topics national survey reveals the greatest volume of prescription business in history and that it constitutes approximately 15% of our total volume.

As I have said earlier, I am sure we are all happy to note that most of our increase is coming from the real heart of our drug stores, the prescription department.

As more and more new and useful pharmaceutical products emerge from the laboratories of the country to add their weight to the ever increasing fight on disease and suffering, the prestige of pharmacy should continue to grow and along with it the business volume and profit so essential to the maintenance of this prestige.

To Our —
GOOD FRIENDS
IN NORTH CAROLINA

Your orders for
Labels, Drug Boxes and
Physicians Prescription Blanks
are greatly appreciated.

McCourt Label Cabinet Co.
58 BENNETT STREET
BRADFORD, PENNA.

Ralph M. Crosson, Representative
P. O. Box 475, Columbia, S. C.

Send Us Your **KODAK FINISHING**

FOR

**TOP QUALITY—POPULAR PRICES—RAPID SERVICE—
LIBERAL DISCOUNT**

We are serving many of the finest drug stores and camera shops in the Carolinas and Virginia including:

Apothecary Shop, Elizabeth City, N. C.
Ashland Camera Shop, Ashland, Va.
B & M Drug Co., Crewe, Va.
Basarts Drug Store, Greenville, N. C.
Baxter's, New Bern, N. C.
Bells Drug Store, Greenville, N. C.
Boyd's Camera Shop, Fayetteville, N. C.
Brame Drug Store, N. Wilkesboro, N. C.
Bunch Drug Store, Goldsboro, N. C.
Butler & Carroll Drug Co., Dunn, N. C.
Bynum's Drug Store, New Bern, N. C.
Campbell Pharmacy, Hamlet, N. C.
Carolina Rexall Store, Wadesboro, N. C.
Clark's Pharmacy, Williamston, N. C.
Coleman Walgreen Agency, Jacksonville, N. C.
Connell's Drug Co., Henderson, N. C.
Culpepper Book Store, Culpepper, Va.
Dameron Drug Store, Tabor City, N. C.
Davis Pharmacy, Williamston, N. C.
Day's Drug Store, Spruce Pine, N. C.
Edwards Drug Store, Wake Forest, N. C.
Edwards Pharmacy, Ayden, N. C.
Emporia Drug Co., Emporia, Va.
Evans Pharmacy, Dillon, S. C.
Everington Drug Store, Laurinburg, N. C.
W. B. Fearing, Manteo, N. C.
Fox Drug Co. Inc., Rockingham, N. C.
Fremont Drug Co., Fremont, N. C.
Goldsboro Drug Co., Goldsboro, N. C.
Hall Drug Co., Scotland Neck, N. C.
Haney's Pharmacy, Waynesboro, Va.
Hilton Pharmacy, Hilton Village, Va.
Hobby Center, Newport News, Va.
Homes Pharmacy, Bowling Green, Va.
H. R. Horne & Sons, Fayetteville, N. C.
Howell Drug Co., Raeford, N. C.
Hughes Drug Co., Ashland, Va.
Jay Bee Drug Co., Dillon, S. C.
Johnson Drug Co., Smithfield, N. C.
Jones Drug Co., Franklin, Va.
Jones Pharmacy, White Stone, Va.

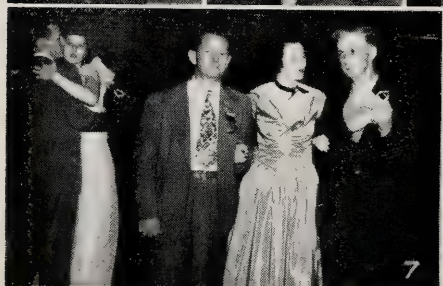
Lenoir Drug Store, Lenoir, N. C.
 Lincoln Cut Rate Drugs, Inc., Lincolnton, N. C.
 Louisa Drug Co., Louisa, Va.
 Matthews Drug Co., Roanoke Rapids, N. C.
 McIntyre Drug Co., Dillon, S. C.
 Miller's Camera Shop, Williamsburg, Va.
 Mineral Drug Store, Mineral, Va.
 Mitchener's Pharmacy, Edenton, N. C.
 Montgomery Drug Co., South Hill, Va.
 Morehead City Drug Co., Morehead City, N. C.
 Nansemond Drug Co., Suffolk, Va.
 Parker's Drug Store, Henderson, N. C.
 Pettus Garland Drug Co., South Hill, Va.
 Ragsdale Studio, Chase City, Va.
 Ramseur Pharmacy, Ramseur, N. C.
 Red Springs Drug Co., Red Springs, N. C.
 Rice's, Kilmarnock, Va.
 Ricks Drug Co., Rocky Mount, N. C.
 Ricketts Drug Store, Orange, Va.
 Ridenour Studio, Fayetteville, N. C.
 Rock Drug Co., Valdese, N. C.
 Rosemary Drug Co., Roanoke Rapids, N. C.
 Scotland Drug Co., Laurinburg, N. C.
 Louis Selig, Elizabeth City, N. C.
 Selma Drug Co., Selma, N. C.
 Souder's Pharmacy, Fayetteville, N. C.
 Spencer Drug Co., Blackstone, Va.
 E. M. Stratton, Gordonsville, Va.
 Wakelon Drug Co., Zebulon, N. C.
 Ward Drug Company, Nashville, N. C.
 Warren's Drug Store, Greenville, N. C.
 Warsaw Drug Co., Warsaw, N. C.
 Watkins Wood Drug Co., Emporia, Va.
 White's Pharmacy, Hilton Village, Va.
 Windsor Pharmacy, Windsor, N. C.
 Woolard's, Henderson, N. C.
 Zoeller Drug Co., Tarboro, N. C.

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Convention Doings

All pictures shown on the opposite page were made at the Annual T. M. A. Party in Durham on May 5 and are reproduced here through the courtesy of The Traveling Men's Auxiliary of the N. C. P. A.

(1) The fellow with the big gun—Armstrong Cork Company's R. E. Thompson of Charlotte—demonstrates one way to get an order. The reluctant customer is Phil Gattis of Raleigh. Among the interested spectators, shown at the extreme right, are B. C. Sheffield, Jr., Warsaw; R. N. Watson, Sanford; and C. E. Page, Jr., Henderson.

(2) Up front and waiting for the next convention event were, left to right, Lester Smith, Charlotte; J. C. Jackson, Lumberton; W. R. Adams, Carolina Beach; L. M. McCombs, Durham; W. A. Burwell, Raleigh, and others.

(3) Mrs. Ralph P. Rogers, of Durham, who was in charge of the ladies' convention activities, and did a most commendable job of it, too.

(4) The dancers are Professor and Mrs. E. A. Brecht of Chapel Hill. The entertainment and dance sponsored by The Traveling Men's Auxiliary this year was the best in years.

(5) The newly elected president and vice-president of The Traveling Men's Auxiliary, W. W. Morton, of Durham, who represents the B. C. Remedy Company in Eastern North Carolina, and G. C. Hartis, of Winston-Salem, Parke, Davis & Company medical representative in Forsyth and surrounding counties.

(6) The Association's chairman of the reception committee—Mr. C. T. Council of Durham—is here shown with cigar and Coca-Cola. Mr. Council stuck to his job for the entire convention, making certain that all guest speakers would be properly impressed with our brand of Southern hospitality.

(7) The man mainly responsible for the success of the T.M.A. party is shown on the

extreme right—J. Floyd Goodrich of Durham—the efficient secretary-treasurer of The Traveling Men's Auxiliary. Shown with him are Mr. and Mrs. W. R. Adams of Carolina Beach.

(8) One of the funniest skits pulled during the T.M.A. party was an impersonation of Lum and Abner, with Cullen Johnson carrying the voice parts. Taking part in the skit were, left to right: Rush Hambrick of Shelby (Lum); H. D. Vail of Charlotte (Abner); and W. B. Lennon of Wilmington (Cedric).

(9) Ralph Crosson, of Columbia, South Carolina, shown on the right, is a faithful member of the T.M.A. He is a past president of the T.M.A. of the South Carolina Pharmaceutical Association and represents The McCourt Label Cabinet Company in that state as well as North Carolina.

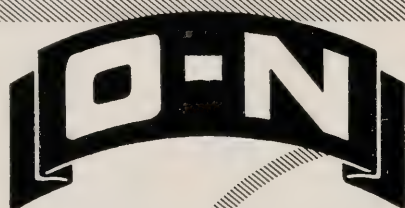
(10) If there are tickets to be passed out and badges to be attached, you'll generally find Charlie Andrews (shown in the cage) around doing his part to make the convention run smoothly. And thanks largely to Charlie's efforts, the pharmaceutical conventions in this State are generally successful.

(11) That's Mr. and Mrs. Stephen Forrest of Greensboro receiving the handsome Yager Liniment Trophy from J. Floyd Goodrich, Golf Chairman. Mr. Forrest, carded an "80" to lead a field of approximately 40 golfers who participated in the tournament run off over the course at Hope Valley Country Club. I. T. Reamer, of Durham was runner up with an "82."

(12) Mr. and Mrs. C. T. Council, Jr., of Durham, were present for the dance. Mr. Council is assisting his father in the management of the B. C. Remedy Company.

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\$2.80
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wholesalers of America

OWEN DRUG COMPANY

pays its respects to—

JUSTICE DRUG COMPANY

Greensboro, North Carolina

Justice Drug Company, originally known as Richardson & Farriss, was founded by Lunsford Richardson in 1897. The firm occupied the same building where William Sidney Porter, better known as O. Henry, started his career as a drug clerk. In 1905 Mr. Richardson sold his interest to Mr. R. L. Justice, who retired from the business in 1920, selling his controlling interest in the organization to P. A. Hayes and associates.

JUSTICE DRUG COMPANY OFFICERS

P. A. Hayes

President

D. F. Hayes

Vice-President

S. T. Forrest

Vice-President

C. J. Kee

Secy.-Treas.

W. P. Brewer

Vice-President

SALESMEN

T. S. Simpson

L. R. Davis

R. G. Carroll

J. L. Davis

O. C. Trogdon

R. F. Whiteley

Thomas B. Waugh

Owen Drug Company also takes its hat off to other good members of Justice Drug Company family, so great in number that space does not permit a listing.



Florida Loses Fair Trade

The Florida Supreme Court, by a 6-1 vote, declared in effect that the Florida Fair Trade Law was against public interest and welfare, created a monopoly, stifled competition and was an excessive use of police power.

The majority opinion stated: "If the stronger and more influential may impose their wills upon minorities where the general welfare does not require such legislation then the weaker and less fortunate will soon be vanished." Further, "it stifles initiative and allows no premium upon personal ingenuity and efforts of the successful merchant as distinguished from the lethargy of the mediocre."

The dissenting opinion stated "the economic philosophy—is fully sustained as being within the police power of a state."

American Fair Trade Council Considers Florida F. T. Case

Gary, Indiana, April 13, 1949—At a meeting of its Board of Directors today American Fair Trade Council considered legal digests of the recent decision of the Supreme Court of Florida regarding the constitutionality of the Florida Fair Trade Act.

The unanimous conclusion of the Board, as reported today by its president, John W. Anderson, was that, "While the text of the decision does support, for the first time in history, certain contentions of retail monopolists with relation to Fair Trade, which they resent and have been trying to destroy, there has been introduced in the Florida decisions no new matter of sufficient import to be likely to disturb the positions taken by the Supreme Courts of every other state in which the question has been raised—or of the Supreme Court of the United States—all of which have repeatedly and invariably upheld the validity of the State Fair Trade Acts.

"There is, in fact, a long line of court decisions giving full recognition to the soundness of Fair Trade, as reflected in the thinking of one of our greatest liberal jurists, Supreme Court Justice Brandeis, who said: 'Americans should be under no illu-

sions as to the value or effect of price cutting. It has been the most potent weapon of monopoly—a means of killing the small rival to which the great trusts have resorted most frequently. It is so simple, so effective. Far-seeing organized capital secures by this means the co-operation of the short-sighted unorganized consumer to his own undoing. Thoughtless or weak, he yields to the temptation of trifling immediate gain, and, selling his birthright for a mess of pottage, becomes himself an instrument of monopoly.'

"It is understood that a petition for rehearing in the Florida case will be filed at once. Future cases involving Fair Trade, coming before other State Courts, we feel confident will follow the vast number of decisions that have supported the validity of Fair Trade Laws.

"As to repealer bills—these are to be expected from time to time, because of the persistence and selfish motives of the anti-Fair-Trade fraternity. None have been successful and no legislative body having the interests of the consumer at heart is expected to vote for repeal of any of the Fair Trade Acts. The same applies to repeal of the Miller-Tydings Act, which is the purpose of the recent O'Toole bill now pending in the House.

"The Council will continue its efforts to prevent the success of deceptive anti-Fair-Trade propaganda instigated and financed by retail monopolists, and will continue to discharge its traditional functions in making facts about Fair Trade available to all who have an interest."

Russia

One Russian gen'l said t'other Russian gen'l: "America is a lousy country. It's a weak country. They are incapable of producing anything that could benefit mankind. We don't need to have anything to do with America."

Then he finished his Lucky Strike cigarette, ate his Hershey bar, put on his Adams hat and drove off in his Oldsmobile.—*Chicago Daily News*.

Fate of Fair Trade Up to You

JOHN W. DARGAVEL, *Secretary N. A. R. D.*

Fair Trade is in serious jeopardy! It will take the fullest strength we can muster to save it. Every one of you druggists must be aroused to action. Many of you are asleep in the bed of complacency. Others are aware of the hazardous situation and yet they refuse to make even a gesture to defend Fair Trade. There you have one of the principal explanations for the present dangerous position of Fair Trade.

You asked for an agency to direct activities for the defense of the system of stabilized prices. You now have it in the N. A. R. D. Bureau of Education on Fair Trade. It is already busy on a realistic program of action. Before long you will be called on to help to project it to the community you serve.

You ought to begin at once to distribute to all your customers the pamphlet entitled, *Fair Trade or Phony Bargains*. It is available from the N. A. R. D. The prices for the pamphlet are only 2 cents a copy for 1000 or more, 2½ cents for fewer than 1000. If one of these booklets were placed in the hands of each consumer we would have little to fear from the enemies of Fair Trade. Distribution of *Fair Trade or Phony Bargains* is an essential part of the public relations program you druggists must carry on to safeguard the system of stabilized prices. To neglect to enlighten your customers is to jeopardize your business. The cost of the pamphlet is insignificant compared with the insurance it gives you.

Recent developments warn us that there is a rough road ahead for Fair Trade. A bill now in Congress calls for the repeal of the Fair Trade Enabling (Tydings-Miller) Act. Intensified attacks have been centered on the system of stabilized prices through magazines with national circulation and numerous newspapers. The Florida Supreme Court has declared the Fair Trade Law of its state to be unconstitutional. It has also been hard to hold the lines of Fair Trade in other states. There are definite indications that the number of people inclined to support the plotters against maintenance of prices has increased. It is obvious you cannot afford to take for granted that nothing can deprive you of Fair Trade.

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Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its thirtieth volume, and the first printed copy was "Seeman printed."



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Report of Fair Trade Committee

W. A. WARD, *Chairman*

Mr. Chairman, Members of the North Carolina Pharmaceutical Association, Fellow Health Workers, Ladies and Gentlemen:

It is a privilege, an honor and a pleasure for me to present the report of the Association's Fair Trade Committee.

You may well be proud of your Fair Trade Program, for this Committee believes that no other state in the entire South has a better informed membership, especially in price changes. One reason for this is that one employee of your Association, has given most of her time during the past year to preparing numerous mailings sent to you and to all members frequently. Another reason is, this work is done in the Association's offices and is supervised by our able Secretary. Orders for our Fair Trade Books have come in from Georgia in the South to the District of Columbia on the border; and the District of Columbia does not have any Fair Trade protection.

I ask you to pay particular heed to the financial statement of this Committee. The figures are few, but those figures have some important implications. For the calendar year 1948 and the first three months of 1949, the Committee has received \$1,190 for mailing service to manufacturers, and has received \$1,571.35 from the sale of Fair Trade Books, making a total of \$2,761.35, a very creditable sum when you consider that not one cent of this amount was received by assessment against the membership. The other side of the ledger shows disbursements as follows:

\$ 651.99 for Fair Trade Book supplies
470.06 for mailing supplies and postage
1,032.43 for labor connected with the duty of maintaining this Fair Trade program, making a total of:

\$2,154.48

showing a balance of \$606.87.

So long as we do not become involved in any lengthy litigation, we shall be able to finance a continuing Fair Trade Program for the benefit of our members without call-

ing on them for contributions. It may be mentioned here that some states, Tennessee for one, have separate Fair Trade assessments apart from their membership dues. You may readily see that a well planned Fair Trade Program such as ours, that is self-sustaining under ordinary conditions, is one of the many features, one of the many services, you are advantaged with by being members of this Association.

One implication of the figures just cited is: there may, I say *may*, come a time when this Fair Trade Program may be called upon to enlarge its duties, to expend money to purchase new life for Fair Trade to wage a battle for its life that is being increasingly threatened day by day. In that event, a Fair Trade Program, now self-sustaining, may be dependent upon all of you who are so benefited by it that your very existence in business is because of it. Which brings me to the second part of this report.

There are some of you here today who were not in business before the Fair Trade Laws were placed on the statute books of forty-five of the forty-eight states, and strengthened by the Miller-Tydings Enabling Act. You can know only from hearsay and not from experience, of the chaotic conditions that prevailed in the drug industry. In the retail pharmacy, competition among contemporaries in the profession was utterly unlike competition as we know it today. Then, it was "dog-eat-dog and the devil take the hindmost." And in too many instances the public as well as the little merchant trailed in the rear. In fact, no one benefited except price cutters, and their gain was founded on delusion.

For example, the price cutter used much advertised, much demanded merchandise something like a fisherman uses a fly or a worm to entice the fish to take the hook. Such a method worked something like this: a demand article such as a mouth wash that had fought its way through countless competitive battles to a place of eminence in the daily life of its users, was placed on sale and advertised by the price cutters at ridiculously low prices, in some cases as low as half

the cost to the corner druggist and considerably less than cost to the price cutter. Obviously one cannot sell at a loss and remain in business long. It is an age-old law that a merchant must take in more than he pays out, if he is to survive. The price cutter knows this as well as you do. How well he knows it! He sells some of it at the low price, but he very well makes sure that the loss is covered in the "hook" after the fish has consumed the "bait." He is conveniently out of the "bait" item when it has served its purpose.

The story is told of the manufacturer who wore the soles of his shoes down in the quest of his own product in a series of these price-cutter stores; and he never did find it in one of them, but he was treated to a diatribe against his product by various and sundry clerks who tried to sell him one of theirs at a mark-up of 112½%.

Such price cutting and loss-leader selling did not give the public a true bargain. Smart as the average buyer is, his one little streak of gullibility that caused him to be deluded by the blandishments of the "phoney bargains" made him innocent prey for the "hook" that caused him loss. And the manufacturer suffered, too. O, how some of them suffered! Some were forced out of business, some were tottering on the brink of failure until Fair Trade saved them. The average druggist did not care to sell any product, no matter in what demand, unless he could do so at a profit. Consequently sales of the "bait" merchandise fell off because of this attitude and because the public had no encouragement to buy it from those who had been selling about eight-tenths of all that was sold. Obviously even a smart merchant, even a price cutter, had no intention of selling at a loss.

Anyone can take a set of figures and by trickery and sophistry prove almost anything he wants to prove. But those same figures reveal truths when manipulated by an honest man. Some figures and statistics in the hands of honest, unbiased men prove that many manufacturers' products sold in as much as 50% less quantity during the time of great price cutting than they sold before. Furthermore, these statistics prove that during Fair Trade some of these products sold

in quantities exceeding 100% and at less cost to the consumer and with more profit to the retailer than during the period before Fair Trade.

These conditions are not unknown to the majority of you here today. These instances and conditions are well known to you. You also know the benisons of Fair Trade. But these youngsters who plan to go into business for themselves will do well to hearken unto the benefits of Fair Trade and Fair Prices for the merchandise they must sell as against the chaos of the market place if there were no Fair Trade. If some of them understood that before Fair Trade, the merchant knew only the price he paid for his merchandise, he did not know at what price the savagery of the price cutter would compel him to sell, they would think twice before they would allow Fair Trade to die by any lack of interest or any failure to champion it on their part. All of you may well realize this too. To champion a cause, one must believe in it; to fight a crusade to preserve a cause, one must not only believe in it, but understand it. Some of us of late have been somewhat desultory in our regard of Fair Trade, have thought of it as something handed to us on a silver platter. It did not happen so. All countries have a form of it; in fact, we in the United States had Fair Prices set by law until 1911. Those laws were not broad enough or so much in the public interest, or democratic enough to survive. So Fair Trade as we know it today was born of need, of public interest. Its birth was conceived in unselfishness, but much travail and labor accompanied this birth. Those pioneers who worked so hard to accomplish this fairness in business had more than their interests in the foreground; they had the public interest at heart, and it was this public interest and benefit to the public that crowned their efforts with success.

Do not mistake the purposes of a good law. Legislators do not legislate unless there is strong public interest and those interests are made known to them with unmistakable emphasis. The law is as serious as a pistol, but never absurd. What the law can give, it can also take away. But the law will not take away the privileges and the right of

conduct demanded by the public it protects, if those rights and benefits are shown to have been enhanced by the laws. That the Fair Trade laws of the various states and the Miller-Tydings Enabling Act have eliminated the evils enumerated here to you, have been proved over and over again.

Which brings me to the third part of this report. You notice that I do not make apology for the length of this report. I do not do so, because I believe that a report of your Fair Trade Committee should include facts other than mere figures; it should point out conditions that warrant your attention, and place facts before you that call for your action. However, I do apologize for my poor presentation and ask your indulgence for one who is not experienced in speech-making, but who is trying to talk for something he believes in.

I say to you that Fair Trade is threatened. It is threatened as never before since its inception. Its enemies have never relaxed their efforts to have it repealed, and recently their actions have been increasingly productive of results. They have gained allies; strong

and powerful interests have aligned their resources against Fair Trade. They are making charges, which to us are ridiculous on their face, but charges that are being believed by an increasing number of people and agencies in high places. Many states have recently had bills presented to their legislatures seeking its repeal. Think how narrowly its adherents saved Fair Trade in New Mexico; observe what has happened in Florida. Ponder on the encouragement the enemies will receive as they realize that a rehearing in another court is blocked and that the only avenue open where Florida may seek Fair Trade is that of the hard, rocky road upon which to try to launch a new Fair Trade law. In other states the margin of victory for Fair Trade against repeal has been greater. While that is encouraging, it does not mean that the proponents of repeal have given up. Far from it. Their weapons are primed, they never sleep, they never permit themselves the false security of indifference or carelessness.

But be fair to the enemies of Fair Trade. Although some of their charges against it



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appear ridiculous to us, most of those who do not believe in it have a sincerity that cannot be doubted. Many sincere legislators are profoundly concerned over some of the propaganda advanced by those who seek its repeal. We believe that Fair Trade is best for all of us; we believe that we have right on our side and we believe that those otherwise sincere people who conscientiously oppose us are, charitably speaking, misguided. We cannot agree with their philosophy but we can respect their prowess and try to educate them to the "rightness" of Fair Trade. After all, God Himself is on the side of the heaviest battalions.

We are not so much concerned over how Fair Trade became so much in peril, except in our failings to allow it to remain inviolate, but we are concerned with the problem of saving it. *And save it, we must.*

Fair Trade is the "easiest thing" in the world to defend. It is one democratic ideology that should enlist the crusading instincts and the fighting spirit of every pharmacist who hopes to remain in his profession, who hopes to save his business and to make that business worth saving. How then can we defend Fair Trade

We can answer the charges against it. It is charged that Fair Trade has increased prices. This may be refuted at once. One of the most exhaustive and conclusive surveys ever made proved beyond doubt that the consumer is paying less for Fair Trade articles than they paid for the same articles before Fair Trade. As it is the public, his customers, before whom the druggist must plead his case, what stronger argument could one want than the one that proves a money saving? Think of the dollars saved that you can point to when you show your customers that those dollars are his. When compared with other cost-of-living commodities that have risen in price by almost 60%, the price of the items you sell has risen a comparatively low percentage.

It is charged that Fair Trade has been the reason for the elimination of special dealer discounts. Well, that charge is true. But it is something to feel proud of instead of trying to explain, if you explain that the discounts it has eliminated have been those discounts that were given to price

cutters and denied legitimate merchants. That was a vicious system of discounts that made possible the freezing out of competition and made for monopolies.

The charge that the various Fair Trade Bills were rushed through the law-making bodies without proper hearing is without foundation or fact. These Bills had the usual Committee hearings before learned attorneys, and the public heard the arguments that were preponderantly for Fair Trade. Connecticut had the unique experience of having no one speak for repeal, not even the author of the bill proposing repeal of Fair Trade.

It has been charged that Fair Trade protects a profit for the lazy and inefficient retailer. That charge is easily answered by figures and statistics gathered by honest, decent, and unbiased researchers. Actual figures prove that Fair Trade does not protect an unfair profit, but that it actually protects the retailer from actual loss in the pricing of his merchandise. If Fair Trade had *only* protected the profit of a retailer, it would not, could not, have lived from one court hearing to another.

One court held that Fair Trade allowed the stronger to impose its will upon the minority, tending to create a monopoly. How any court, how any thinking man, could interpret the Fair Trade Law in such a light, is simply unexplainable. Fair Trade is the very antithesis of that belief. Fair Trade does not impose; Fair Trade is not mandatory; it is one of the few permissive contracts left for the manufacturer and his distributors. Any good law that protects the honesty and decency of business relations, of buying and selling, must protect the manufacturer, the retailer and the public that consumes or uses the products manufactured, sold and consumed.

The law that made Fair Trade a useful implement in business from one state to other states, held that the manufacturer who sold his product, sold more than his product; he has placed with it his good name, the good will he had built along with his product. This law holds that the ownership of that good will remains unchanged, notwithstanding the fact that the commodity or product has been parted with by the owner. This

law does *not* prohibit the purchaser from selling the product at any price he pleases. In other words it does *not* fix a price; the law will not allow price-fixing. Quoting, "It is well settled that the proprietor of the good will is entitled to protection as against one who attempts to deprive him of the benefits resulting from the same, by using his labels and trade mark without his consent and authority." And, quoting further, "It (the law) proceeds upon the theory that the sale of identified goods at less than the price set by the owner of the mark or brand is an assault upon the good will, and constitutes what the statute denominates 'unfair competition.'"

No manufacturer wants to go through the chaotic experiences of the once "kicked around" Pepsodent, Castoria, Phillips Milk, Listerine and other such products, that were rescued by Fair Trade from possible and probably oblivion. No druggist wants to feel again the contempt he once had for these products. The public, once it understands, does not care to revert to the old bewilderment it once felt concerning the products it has been educated to like and use.

What are we going to do to save Fair Trade?

We must have a well thought out, well planned plan; a program of educational nature that will teach us, the druggists who serve the public, how to present the true facts of Fair Trade to that public. We must show that public how, in what manner, Fair Trade benefits it.

All branches of the drug industry must adhere to the working or mechanical ramifications of Fair Trade. Retailers must keep it inviolate, they must keep abreast of the frequent changes. As pointed out earlier in this report, this is not difficult, is, in fact, less difficult in North Carolina than in other states, all on account of the efficiency of the Association's administrators. Of course, if you allow your mail to gather dust on your desk or dismiss to the waste basket the communications you receive from headquarters, you will make mistakes in your pricing. You are well aware of the turmoil this creates in your relations with your colleagues and the manufacturers. This is not intended as a

rebuke, but as a friendly pointer. It is true that some change notices are not received in some localities in sufficient time to allow for stock close outs before price changes become effective. But this can be remedied very easily by the manufacturers, and probably will be remedied soon.

The public must be taught that Fair Trade is in the public interest and welfare. All the products on Fair Trade are in free and open competition with each other. No manufacturer is compelled to place his product on Fair Trade. But he knows that Fair Trade has protected the good will he is able to maintain in competition with products of a like nature. The public has saved more in dollars and cents under Fair Trade than it saved before Fair Trade, and this does not mean because volume of sales is greater, but that Fair Trade items are being sold on an average at a lower price than before. This saving to the public can be proved in another way. It is this: their purchases have cost less in states where Fair Trade prevails, than purchases have cost in those states not having Fair Trade. This is, of course, percentage-wise.

One of our greatest liberalists has this to say concerning price cutting. Quoting from Justice Brandeis: "Americans should be under no illusions as to the value or effort of price cutting. It has been a most potent weapon of monopoly—a means of killing the small rival—to which the great trusts have resorted most frequently. It is so simple, so effective. We have seen organized capital secure by this means, the cooperation of the short-sighted unorganized consumer to his own undoing. Thoughtless or weak, he yields to the temptation of trifling immediate gain, and selling his birthright for a mess of pottage, becomes himself an instrument of monopoly."

Therein is a picture you may portray to your customers.

What is the N. A. R. D. doing to help save Fair Trade? Under its auspices there has been established a three-year educational program to protect the present and future of Fair Trade in the drug industry. It is titled the "Bureau of Education on Fair Trade." Your active cooperation and the cooperation of others in the industry will

Very personally hers because new
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new confidence



Very profitably
yours because
KOTEX outsells
all other
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be sought and enlisted in a nation-wide campaign in behalf of Fair Trade. John W. Dargavel is Chairman and Treasurer; the Steering Committee has some influential names, namely, Charles Beardsley of Miles Laboratories; Henry Bristol of Bristol-Myers; William James of Towns and James; William J. Murray, Jr. of McKesson & Robbins; Dr. E. L. Newcomb of the NWDA; Earl S. Retter of Eli Lilly; Ray Schlotterer of FWDA; Carl Willingham of the National Association of Chain Drug Stores; and Dr. Dargavel. This Bureau will be or has been incorporated as a non-profit organization.

Here are the aims of this Bureau. To develop organized support among the druggists throughout the country. To train them to become effective spokesmen within their respective communities. These spokesmen will seek favorable action of Fair Trade from organized groups in their home towns. This project will first be developed in communities, become state-wide, then nationwide. All the procedures and techniques of mass education will be employed in this campaign. Participating druggists will be

furnished with needed material such as data, results of research and the like. Dramatic exhibits planned to recall the vicious evils which made Fair Trade legislation necessary in the public interest will be made available.

You owe it to yourself and to your business to equip yourself with the ability to participate in this campaign to enlist the aid of the public by being able to educate the public in the rightness, the decency of fairness in your business relations with it. When you are requested to enlist in this campaign, let nothing deter you from doing so.

Then, too, your individual efforts in behalf of Fair Trade will help. The booklet, "Fair Trade or Phony Bargains?" paints a vivid picture of its subject and is an effective implement if utilized properly. If used, it should not be merely wrapped with a package of Epsom Salts and sent out willy-nilly. It should be placed in the hands of the customer with comment in affinity with its subject; attention should be called to it. Of course, this booklet is not the

(Continued on Page 254)

Get **CAPUDINE** From Your Druggist

Capudine advertisements have been emphasizing this for over 50 years—always promoting the sale of Capudine only through Drug Stores.

We take this opportunity to thank the Druggists of North Carolina for their co-operation in the sale of millions of bottles of Capudine during the past half century, without a complaint from a consumer.

**"A Good Product
Consistently Advertised"**

CAPUDINE CHEMICAL COMPANY
Raleigh, North Carolina



SCHOOL OF PHARMACY, UNIVERSITY OF NORTH CAROLINA, CLASS OF 1905-06

Class of 1905-06

For the first time since the class pictures of the School of Pharmacy, University of North Carolina, have been appearing in the JOURNAL we are able to present a group completely identified. Credit for this goes to Miss Alice Noble and a number of persons appearing in the picture, who have assisted her in the identification work.

Many of the persons appearing in the picture are in active practice today. See how many you can identify without referring to the information below.

Here is the class of 1905-'06:

1. W. H. Herring, Clinton
2. F. M. Curtis, Dillon, S. C.
3. James S. Edwards, Lindell
4. C. T. Council, Durham
5. R. T. Fulghum, Kenly
6. Clyde B. Avent, Durham
7. Numa F. Marsh, Marshville
8. James R. Trotter, Reidsville
9. Ira W. Rose, Benson
10. Ludlow Birdsong, Raleigh
11. Charles H. Reed, Herndon, Va.
12. Jasper K. Hand, Lowell
13. James U. Loftin, Troy
14. Charles M. Andrews, Hillsboro
15. R. G. Patterson, Chapel Hill
16. Prof. C. H. Herty, Chapel Hill
17. Prof. R. O. E. Davis, Chapel Hill
18. T. S. Chandler, Virgilina, Va.
19. C. M. Hilton, Winston-Salem
20. Frank L. Costner, Gastonia
21. W. P. McCraw, Littleton
22. R. E. Kibler, Morganton
23. C. M. Fox, Randleman
24. E. W. Smith, Chapel Hill
25. E. R. Wallace, Morehead City
26. F. Carey Whitaker, Enfield
27. John A. Hart, Hendersonville
28. S. P. Hunt, Enfield
29. C. R. Bright, Washington
30. A. M. Secrest, Monroe
31. G. W. Hill, Wilmington
32. C. C. Cannon, Spartanburg, S. C.
33. G. H. Macon, Warrenton
34. R. S. Parker, Wilkesboro
35. John M. Walters, Burlington
36. E. Gulick Stillwell, Hendersonville
37. Harry Oakes, Pittsburgh, Pa.
38. Thomas J. Bruce, Marshall

Two members of the class, James P. Crawford of Sugar Hill and Walter A. Hall of Fayetteville, were not present when the picture was made.

Young Rhem Arrives in Wilmington

Happiness reigns supreme in Wilmington nowadays where John Fitzhugh Rhem, Jr.,

son of Mr. and Mrs. J. F. Rhem, arrived on April 4th.

The proud father is associated with Toms Drug Store. And the mother is no stranger to pharmacy—for several years she was secretary to H. C. McAllister of Chapel Hill.

Pharmacist Elected Mayor of Black Mt.

G. L. Kirkpatrick, pharmacist owner of the Key City Pharmacy, has been elected mayor of Black Mountain. He received 268 of a total of 326 votes cast.

Mayor Kirkpatrick for many years was associated with Jumper's Pharmacy, now operated as Knight's Pharmacy. Following his resignation from this firm, he worked in Asheville with the Dr. T. C. Smith Company. He got his own pharmacy underway during the postwar period, and, under his capable guidance, has expanded it steadily.

Mayor Kirkpatrick now joins Tate of Lenoir, Kibler of Morganton, and other pharmacists in the State serving in similar capacities.

*Pine State Ice Cream
is uniformly
nutritious - a high
quality Ice Cream
at all seasons
of the year -
North Carolinians
ask for it!*

RALEIGH, NORTH CAROLINA

DOINGS OF THE AUXILIARIES

Greensboro Drug Circle Auxiliary

FRANCES CORY, *Reporter*

At the regular monthly meeting of the Auxiliary in March, Mrs. J. T. Usher was called upon to give a report regarding the collection of State dues. She reminded us that our State Convention is to be held in Durham May 3, 4 and 5. She told us that this Spring the boy whose scholarship we have paid for the past four years, will be graduating from the Pharmacy School at Chapel Hill.

Mrs. Usher further pointed out that while there is a National organization of Drug Circle Auxiliaries, no North Carolina chapter is affiliated with this group. At the meeting of the State Executive Board it was voted that the members of this Board would join the National organization. Their fees will be paid out of the general fund.

Mesdames J. T. Usher, Dewey Groome and C. V. Cagle will serve on the nominating committee to secure a slate for next year.

The following recommendation was read and accepted:

Due to the growth of the State organization and to increased amount of work necessary to keep up with finances, correspondence and clerical details, and in order to maintain a continuity of thought in planning and carrying out programs from one administration to another, it is recommended that the Constitution be amended so as to provide for the appointment of a Secretary, and that a salary be determined by the Board to compensate her for her services—this salary to be taken from the registration.

Mrs. Forrest introduced Mrs. Luther Blue, who gave a program on "Hobbics." She told us hobbies fill a need for self-expression all of us have, and gave several examples of hand craft with which one may experiment until he finds just the one thing that appeals to his particular talent. Mrs. Blue illustrated her talk by painting a beautiful floral pattern on a white silk dress. She also brought glassware, hand painted trays, etc.

Mr. C. V. Cagle is now recuperating at home after spending several weeks in the hospital.

Mrs. Dewey Groome is quite seriously ill and is in Piedmont Hospital.

The W. C. Brown's—he is with Crutchfield-Browning Drug Company—are the proud parents of a baby daughter, Linda Ruth, weighing 6½ pounds at birth. Linda is their first child.

The Greensboro Drug Circle Auxiliary met for luncheon at Bliss Restaurant, Tuesday, April 19. Because there was so much business on hand, and because Mrs. Forrest is so conscientious about dismissing the group so that the members who are in business will not be late in returning to work, part of the business was conducted before lunch was served.

It was voted to send \$150 to the North Carolina Pharmaceutical Association Scholarship Fund.

A number of recommendations from the Executive Board were read and acted upon.

The names of the five members taken into the Club this year were read. They were Mesdames W. C. Brown, W. R. Blackman, C. G. Hunt, Jr., Richard Shearin and N. W. Williams, Jr.

Mrs. Frank Goodrum made a very eloquent introduction to our Speaker, Miss Nina Troy, who is well known not only in Greensboro but throughout the State. She is a returned missionary from China and is always full of fascinating tales about her beloved China. This time she brought beautifully carved wooden figures and objects of art to point up her talk. She had pieces of hand carving from several different countries which she compared with those of China. Members of the Circle brought vitamins which will be sent to overseas relief, one of the many worthwhile projects of Miss Troy.

The Nominating Committee appointed at the March meeting presented the following slate, which was unanimously accepted:

President, Mrs. Pat Ryder; Vice-President, Mrs. Frank Goodrum; Recording Secretary, Mrs. J. T. Hart; Treasurer, Mrs. O. W. McFalls; Historian, Mrs. J. H. Best; Chaplain, Mrs. Tom Waugh.

Advisory Board: Mrs. Stephen Forrest, Mrs. R. E. Franklin, Mrs. Bill Evans.

At the close of the meeting Mrs. R. F. Whiteley presented our President with a hand painted tray as a slight token of our appreciation and affection for her. As she presented the gift she gave a little poem:

Because you have been so efficient,
And all of us think you are swell,
We present this token to you,
In a small way to tell.

So, "Here's to you from all of us,
With lots of love and such.
May success and happiness be yours always.
And we know you will have much!"

Mrs. H. L. Bizzell Elected President of the Charlotte Woman's Druggist Auxiliary

MRS. D. L. SMITH,
Corresponding Secretary

The Charlotte Woman's Druggist auxiliary held its monthly luncheon and business meeting April 12th at Efrd's dining room. Mrs. Lester C. Smith, president, presided. The invocation was given by Mrs. H. L. Bizzell. The president introduced the visitors.

The auxiliary voted to give \$150.00 to the Student Loan Fund and \$15 to the Spastic drive and \$15 to the Cancer drive. Mrs. Leslie Barnhardt introduced Emery Wister, guest speaker, of the Charlotte News staff.

A slate of officers was presented by Mrs. W. R. Dixon, chairman of the nominating committee, and they were elected to serve from 1949 to 1950 as follows: Mrs. H. L. Bizzell, president; Mrs. T. D. Bennett, vice-president; Mrs. Foster Thomas, secretary-treasurer; and Mrs. S. A. Beaty, corresponding secretary.

Mrs. F. F. Potter, chairman of the entertainment committee, announced plans for a barbecue dinner to be given at the Charlotte Drug Travelers clubhouse on the Catawba River, April 23, at which time the husbands of the members will be guests.

Door prizes went to Mrs. Lester C. Smith, Mrs. W. R. Dixon, and Mrs. T. D. Bennett. A pot of Easter lilies for the centerpiece on the speakers' table was donated by Mrs. Robert Biberstein. Thirty-seven members attended the meeting.

Mrs. Page Honors Woman's Drug Club

MRS. RALPH E. WOODCOCK, *Reporter*

Mrs. B. Frank Page honored the Raleigh Woman's Drug Club at a dinner party Wednesday evening at Milbournie Club.

The rooms and tables were decorated with spring flowers and ivy. Barbecued chicken, potato salad, peas, relish trays, biscuits and coffee were served.

Following the dinner a business session was held. Mrs. W. F. Matthews was elected president of the club. She succeeds Mrs. D. L. Jordan. Other officers elected were: Mrs. R. I. Cromley, vice-president; Mrs. L. H. Crumpler, secretary; Mrs. J. B. Gaither, treasurer, and Mrs. J. E. Treadwell, reporter.

Members voted to contribute \$175 to the scholarship fund of the School of Pharmacy at U. N. C., \$50 to the Wake County Cancer Drive, and \$50 to the Polio Foundation. Entertainment chairman, Mrs. J. C. Warren, was asked to proceed with plans for a June barbecue party.



WHITE'S
Flavor-Rich
ICE CREAM

***Nutritious-
Vitamin-packed***

GOOD!

Take a package home today!

Parke-Davis Speakers Scheduled for Many State Programs

Among the featured speakers on more than a score of state pharmaceutical association convention programs this year will be members of the Parke-Davis Speakers' Bureau. These men will bring to their audiences current observations and fresh viewpoints on the problems facing retail druggists in today's rapidly changing panorama of professional and business trends.

John A. MacCartney, Manager of Trade Relations for Parke, Davis & Company, popularly known from coast to coast for his pointed and pithy commentaries on the problems of the drug business, is scheduled to appear on the programs of the state pharmaceutical association conventions in Arkansas, North Carolina, Arizona, Illinois, Louisiana, New York, Indiana, Alabama, South Carolina, Tennessee, Delaware, Maryland and Kentucky.

George A. Bender, Editor of *Modern Pharmacy*, also well known in the drug field, will appear on the state convention programs

in Virginia, Pennsylvania, and Maine.

Richard T. Sanner, Field Manager with the Baltimore Branch, will speak at the convention of the Florida Pharmaceutical Associations.

V. Frank Jochems, Manager of the Denver Branch, will address the Wyoming Pharmaceutical Association at its summer meeting.

Leo S. Flanedy is scheduled to appear at the conventions of both the North Dakota and the South Dakota Pharmaceutical Association.

Ernest R. Jones, of the Products Development Division, Detroit, will appear on the program of the Michigan State Pharmaceutical Association.

The Speakers' Bureau, organized in recent years by Parke, Davis & Company, makes this service available to state pharmaceutical associations on written invitation from the secretary or other officer of an organization. Every endeavor is made to supply speakers, barring conflicts of dates, in the order in which such invitations are received.



Lance

The Best
Peanut Butter
Sandwiches
Peanuts
Candies
and Other
Bakery Products

Squibb Introduces Amnestrogen

Amnestrogen Tablets, the new Squibb oral estrogens, with potency expressed as milligrams of sodium estrone sulfate, have been introduced to the market. Tablets of four potencies are available: 0.3 mg., 0.625 mg., 1.25 mg., and 2.5 mg., each appropriately colored.

Amnestrogen Tablets are conjugated, water-soluble, naturally occurring estrogens of equine origin. They are potent, weight for weight, when administered orally as are free estrogens when injected. They are indicated for convenient, potent therapy for menopausal and hypogonadal patients who require estrogens.

Uniformity of dose is assured both by biological and chemical standardization. Derived from a natural source, Amnestrogen Tablets are well tolerated even in high dosage.

Chloromycetin

What It Is—Chloromycetin (chloramphenicol, P. D. & Co.) is a pure, crystalline substance having specific antibiotic activity, obtained from cultures of the species, *Streptomyces venezuelae*, or prepared synthetically.

What It's For—Intestinal tract infections, notably typhoid fever and other *Salmonella* infections; bacillary urinary infections; and diseases in which the rickettsia are causative factors, are among the conditions which yield to Chloromycetin therapy. Effectiveness is indicated in atypical pneumonia, psittacosis, undulant fever, Rocky Mountain spotted fever, typhus, scrub typhus, and lymphogranuloma venereum.

How Supplied—Chloromycetin is supplied in Kapseals (hermetically sealed capsules, P. D. & Co.) containing 0.25 Gm., in packages of 12 Kapseals.

Manufacturer—Parke, Davis & Company, Detroit 32, Michigan.

a step
in the right
direction

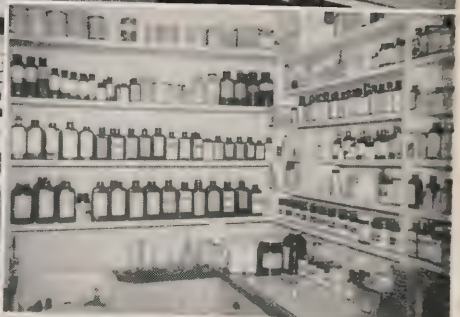


WE ARE
A LILLY DISTRIBUTOR

Quick, competent service from your wholesaler allows you to buy drug-store merchandise in accordance with current needs—the age-old formula for effective merchandise stock control. It means more rapid stock turnover, less investment without sacrifice of volume, less expense, better credit relations, and greater profit opportunities. Our paramount function is to serve you economically and efficiently. All orders receive prompt attention. Your patronage is invited.

THE PEABODY DRUG
COMPANY

DURHAM, NORTH CAROLINA



CAROLINA CAMERA

Rudy Hardy, pharmacist at Professional Pharmacy, Sylva, prevailed on Brainard Burrus, another pharmacist, to take time out from the filling of prescriptions to pose for the picture on the opposite page, upper left. We want to commend Mr. Burrus on having such an entertaining hobby, as indicated by the harmonica.

We are indebted to Prof. Herman O. Thompson for the picture in the upper right corner, for when he was visiting Greensboro recently, he snapped a picture of his former classmate, Jesse Tyson, proprietor of the Greene Street Drug Company.

The right center photograph is that of the B & T Drug Company, Sparta, which was recently purchased by Mr. and Mrs. Charl Sanders. Attractive and efficient spacing on the prescription shelves, as indicated in this photograph, can do much toward saving time and steps in the prescription department.

The members of the Graduating Class of the School of Pharmacy were honored at a dinner party on the evening of May 2 by the Justice Drug Company of Greensboro.

The dinner was held in the ballroom of the Carolina Inn at Chapel Hill. Members of the graduating class were asked to bring their wives and husbands, and special guests were included in the evening's festivities.

Dean M. L. Jacobs acted as Toastmaster, and introduced P. A. Hayes, who brought greetings to the graduating class. He also introduced E. Allen Newcomb, Executive Secretary of the National Wholesale Drug-gists' Association, who gave an address entitled "What Now?" This was followed by a short talk "Drug Store Philosophy" by Roger A. McDuffie, president of the N. C. Pharmaceutical Research Foundation. Hal Hawkins, President of the graduating class, thanked Mr. Hayes for the courtesies extended them.

Music for the occasion was by the Town Talk Trio.

Some of the principal speakers appearing on the program included (opposite page, bottom), front row, left to right: E. Allen Newcomb, New York; P. A. Hayes, Greens-

boro; and Dean M. L. Jacobs, Chapel Hill. Rear, left to right: J. C. Jackson, Lumberton; Roger A. McDuffie, Greensboro; and T. J. Ham, Jr., Yanceyville.

Specialists' Earnings Top G. P.'s by 50 Per Cent

Medicine's specialists earn half again as much as the average net income of general practitioners, reports *Medical Economics*, national business magazine for physicians.

"No specialty in 1947 averaged less than \$19,000 gross or about \$12,000 net," according to figures from a nationwide survey published in its May issue. "Thus the lowest-paying specialty netted its average practitioner about \$2,500 more than the average net of G. P.'s."

Average net incomes of independent doctors in the seven top-paying specialties in 1947 are reported as follows: Roentgenology/radiology, \$20,319; obstetrics/gynecology, \$17,320; eye, ear, nose, and throat, \$16,068; surgery, \$16,011; psychiatry, \$14,774; neuropsychiatry, \$14,371; and ophthalmology, \$14,099.

"The disparity between the incomes of specialists and G. P.'s," the magazine concludes, "is increased by the fact that the G. P. spends 22 per cent more time practicing and sees almost 23 per cent more patients than the full specialist does."

Dr. O. Norris Smith Addresses Greensboro Drug Circle

Reported by L. P. MAYRAND

The regular meeting of the Drug Circle on April 9th was well attended. Frank S. Goodrum, president of the Circle, presided.

Roger A. McDuffie introduced the speaker, Dr. O. Norris Smith, Greensboro physician, whose topic was "Socialized Medicine." Dr. Smith presented data that revealed the slim chance government controlled medicine could have in succeeding. Everyone present was impressed.

Due to the length of the talk, no business was discussed. The same program committee as nominated in March (T. C. Reed, Nat Williams and Paul King) are to take care of the program for the next meeting.

News Notes

Incorporation papers have been issued to John D. McMillan & Son, Inc., Lumberton, to operate a drug store. Authorized capital stock \$100,000, subscribed stock \$300 by Flora Rancke, John Rancke and E. T. Williams, all of Lumberton.

R. G. Dorton, M. J. Dean and Paul Ervin of Charlotte are the incorporators of the Plaza Hills Pharmacy, Inc., which is expected to open for business the latter part of May.

Two near-by towns in Western North Carolina—Morganton and Lenoir—have pharmacist mayors. Ralph E. Kibler, of the Kibler Drug Company, a former mayor of Morganton, was returned to office recently. Earl Tate, Mayor of Lenoir for the past twelve years, now begins his seventh term as head of his city's government.

James S. Orren, Jr., of Glendive, Montana, has been arrested for cracking a safe

in the Haymont Drug Store, Fayetteville. According to police, Orren admitted cracking the safe and taking \$320, but \$1,026 was reported missing from the safe. When apprehended, Orren had \$557, some safe cracking tools and loaded dice on him.

REPORT OF FAIR TRADE COMMITTEE

(Continued from Page 245)

complete answer to your problem of doing something effective for Fair Trade, but its role in the general picture will be helpful.

You will need plenty of help in your campaign to save Fair Trade; and you will get it. But you, and you only, can save it.

If you are lukewarm in your efforts; if you are of the "Let George do it" type, you are doomed to failure before the battle is joined. Regard the worth and value of your business today under Fair Trade and think back to the chaos of before Fair Trade. I know of several retail stores that are worth 50% or more today under Fair Trade than they were before Fair Trade. You, too, no doubt, know of many in the same category.

(Continued on Page 259)



Our North Carolina State Agent is:

F. O. Bowman
P. O. Box 688
Chapel Hill, N. C.

Our South Carolina State Agent is:

Ralph M. Crosson
1812 Marion Street
Columbia 3, S. C.



"IT'S FAMOUS

because

IT'S GOOD"

Howell Hall Happenings

JOHN C. HOOD, JR., *Reporter*

Activities are numerous during the Spring quarter. Already the fourth year students have visited Lilly Laboratories. About thirty-eight students made the trip by special coach. There were several graduates and graduate students in the group. Dr. Fred Semeniuk served as chaperon and helped make the trip a success. We were also fortunate in having comedian Bill Jordan and renowned master of ceremonies Steve Pappas along.

The trip was highlighted by a quick tour of W. S. Merrell's plant in Cincinnati, good food, several long hikes over the Lilly Plant and, of course, extremely educational views of the process of manufacturing pharmacy. No incompatibilities encountered even between the two fraternities.

Regarding the School of Pharmacy Annual Award, the committee composed of juniors has been working diligently each Wednesday afternoon in order to make a thorough study of the fourth year students prior to their selection for the recipient of the award. The award will be presented during the latter part of May along with other important presentations.

The Pill Rollers soft ball team managed by Ed Brecht and supplied with players from the students of pharmacy is enjoying some stiff competition in the intramural leagues.

Committees are becoming active in preparation for the Spring Week-end. Floyd Jones was instrumental in securing the Woollen Gym and the Pine Room for the two dances. Bob Phifer is in the process of contracting a sixteen piece orchestra from Charlotte. Bob Hall accepted the responsibility of planning the picnic. John Lowder and Nell Evans are arranging the snack for the tea dance. The bids are being engraved now and "Pop" Rabil has planned a method of distribution. This gala occasion will occur May 13 and 14. Bids for guests will be available through students in the School of Pharmacy. An effort is being made to gain increased interest of the graduates throughout the State in this annual affair.

Election of school officers as well as elections for the Student Branch N. C. P. A. and honor council representative will be held during the latter part of May.

The graduating class visited King Drug Co. for lunch and a tour of their distribution center in Raleigh on April 23rd.

Justice Drug Company honored the graduating class and the school staff at a de luxe banquet May 2nd at the Carolina Inn.

Needless to say, the N. C. P. A. picnic for the students was a terrific success on April 9th at Hogans' Lake.

The student wives are continuing to meet once every two weeks. They have a representative group. On April 21st, a musical program was presented. The Kappa Psi parlor has been a most suitable and convenient meeting place.

STUDENT BRANCH N. C. P. A.

BILL FORREST, *Reporter*

The March meeting of the Students of the N. C. P. A. was held on the 8th of the month. The program for the evening was presented by the Phi Delta Chi. It was entitled "The Rho Chi Murder Mystery." The first act took place in a night club, "Archie's Passion Pit." It started with typical night club entertainment which ended with the murder of the musician, and an investigation by two detectives, Rho & Chi. The second scene was at the local Sexall Drug Store, where the competent pharmacist analyzed the evidence obtained from the scene of the crime. The final scene took place in the night club with further entertainment and the solving of the crime.

The April meeting was held the 12th and the program was presented by Kappa Epsilon. It was based on a typical day in the "Willing and Able Drug Store" owned by Willing and Able (Jean Snyder and Virginia Calahan). The other members of Kappa Epsilon played the parts of doctors, customers, salesmen, and employees. This was the last of the student programs to be presented this school year. Pharmacy Sen-

ate, Kappa Psi, Phi Delta Chi, and Kappa Epsilon presented programs this year and the winner will be awarded a \$25.00 prize at the last meeting, which will be May 10th.

PHARMACY SENATE

FLOYD JONES, *Reporter*

The following students have been selected for membership in the Senate: Ben Cooper, Harold Day, James P. Greene, John Lowder, John Woodard, and Earl Williams. Their initiation speeches will begin with the next meeting.

The programs of the last two meetings have been exceptionally interesting. On March 29, Larry McAllister, chairman, introduced the speakers, Truman Hudson, who spoke on "Pharmacy in India," and Bob Scharff, whose topic was, "Compulsory Health Insurance." On April 12, Chairman Lloyd Brisson introduced the speakers, Hal Hawkins, Jean Snyder, Bill Jordan and Russ Young, who presented a discussion of the recent Lilly trip enjoyed by the seniors.

As a result of a year's continuous and active membership in the Senate, Alumni membership has been granted to John Hood, Walter Clodfelter, and Russell Young. It is because of the loyalty and enthusiasm of such members as these that the Pharmacy Senate now holds a place as one of the leading "extra-curricula" in the School of Pharmacy.

RHO CHI

PEGGY SIMMONS, *Reporter*

On February 24th, our new members were initiated and were guests at a dinner at the Carolina Inn. Dr. George A. Valley, senior research bacteriologist with Bristol Laboratories gave a most interesting and informative talk on "Antibiotics—Past, Present, and Future." This was delivered in the main auditorium of Howell Hall and was open to the campus.

The monthly dinner meeting was not held in March because of examinations and spring holidays. A short meeting was held to elect delegates to the Rho Chi meeting which will be held in Jacksonville, Florida in conjunction with the A. Ph. A. convention. This takes the form of a banquet on April 27th.

Kelly Turner was elected delegate and Bob Scharff was elected alternate. Several other members are planning to attend.

On Friday, April 22nd, Dr. Glenn L. Jenkins, President-elect of the A. Ph. A., en route to the A. Ph. A. Convention, stopped in Chapel Hill. Dr. Jenkins, Dean of Purdue School of Pharmacy, chose as a topic for his talk "Trends and the Outlook in Professional Pharmacy." Rho Chi was proud to sponsor such an address by the new president of the American Pharmaceutical Association.

KAPPA EPSILON

DORIS SAULS, *Reporter*

If on Tuesday, April 4th, you saw girls wandering around in lab coats worn backwards, no make-up, hair rolled up in socks, with a prominent KE in lipstick on their foreheads, it was no April Fool leftover—merely new members being initiated. That night in a formal ceremony Sarah Pegram of Apex, Betty Spards of Draper, and Allene Warren of Dunn, became members of Kappa Epsilon. Red and white carnation corsages were presented to the new members and refreshments were served.

After two weeks of preparation and rehearsals, KE on April 11th, presented a skit entitled "Woman's Place Is in the Drug Store" to the student branch of N. C. P. A. The setting of the play was the Able and Willing Pharmacy, a store operated solely by women. Our thanks go to Bob Callahan for mimeographing the programs, and to Bill Sheffield for lending us his pet cat.

This spring the North Carolina chapter is to be co-hostesses with the Philadelphia chapter for the national convention May 5-8 in Philadelphia. Allene Warren and Sarah Pegram are tentative delegates from our chapter.

Founder's Day, for this chapter, May 13th falls in Pharmacy Week-end this year. The annual banquet for active members, pledges, and alumnae is therefore tentatively scheduled to be a luncheon on May 14th so that alumnae may also be on hand for the dance that evening.

The committee to select the girl to be presented the annual KE Award for the out-

standing senior girl of the June graduating class has been announced. They are as follows: Miss Alice Noble, Miss Millicent McKendry, Bill Forrest, John Hood, Nina Moseley, Dr. Brecht, and Doris Sauls.

Miss Evelyn (Lynn) Blanchard, class of '48, was married May 7th at Chinquapin to James Fowler. Mrs. Fowler is a pharmacist at Cabarrus County Hospital, Concord, N. C.

KAPPA PSI

DICK KNIGHT, *Reporter*

Three pledges were initiated on March 23rd and became active members on March 25th after final initiation. They were Benjamin Harward, Moncure; Herman Lynch, Wilmington; and Clark Russell, Greensboro.

On April 11th, Mr. J. W. Harrell, the E. R. Squibb & Sons representative from Raleigh, N. C., was our guest speaker. He chose as his subject, "Pharmacy as a Profession." This subject proved to be very informative. After giving his views of the profession, the entire group joined in open discussion with Mr. Harrell, Dean Jacobs, and Dr. Rose of ways and means of improving the profession of pharmacy.

Our soft ball team has had little time to practice for the scheduled intramural games, however we are hoping that by that time they will be in shape. One practice game was held Thursday, April 14th, between Kappa Psi's two teams. Team Number One defeated team Number Two. The practice was valuable to both of the teams.

Congratulations are in order to Dave Overton who managed the house for six months successfully and who has recently been relieved of his duties by Joe Reese. Dave did a splendid job of organizing the house finances as well as opening the kitchen which has been serving twenty or more boys two fine meals each day. Now he is free of worries except for a little quiz termed "State Board."

PHI DELTA CHI

SAM CAVANAUGH, *Reporter*

New officers for the spring quarter were elected and installed during the month. They

are: William W. Jordan, president; John Rancke, vice-president; Archie Parrish, chaplain; Wilbur Ward, pledge master, Steve Pappas, inner guard.

Several of the seniors received quite a treat March 29th through April 2nd, when they were guests of Eli Lilly Co. in Indianapolis. Steve Pappas, John Rancke, Willie Jordan, Dan Rhodes, Grady Thomas, Sam Cavanaugh, Kelly Turner, and Lacy Gilbert were PDC's who took the trip. Much was learned, technical and otherwise, and it was certainly a most eventful trip, in many ways. Our knowledge of pyrogens and other phases of drug manufacturing surpasses even the national Institute of Health requirement.

With spring well on the way Phi Delta Chi is making progress on improvements around the house. We have finished a parking lot behind the house, and as soon as the weather permits we hope to get the yard filled in and planted. Several of the brothers have expended a great deal of energy in the construction of a brick wall around the edge of the yard.

Softball season is in and we have started off with a bang, winning the first two games with impressive scores of 31 to 15 against Phi Delta Theta and 17 to 5 against Kappa Psi.

A smoker was held April 13th with a good attendance of men who are interested in the fraternity. A good time was had by all. We are looking forward to convention week and hope to see all the alumni while they are in Chapel Hill. Letters are being mailed to the alumni inviting them to a luncheon to be given in their honor at some date during that week.

GRADUATE STUDENTS

AL JOWDY, *Reporter*

Four seminars were held during March. The speakers and topics discussed were:

E. S. Powell—"Penicillin"

Leon Gordon—"Streptomycin"

W. W. Taylor—"Myanesin"

A. W. Jowdy—"Anti-Cholinesterases"

Asheville Club Considers Fair Trade

Reported by JOE RUSSELL, *Secretary*

The April meeting of the Asheville Drug Club centered around Fair Trade. Copies of N. A. R. D.'s booklet, "Fair Trade or Phony Bargains," were distributed to the members, and following a discussion of ways and means to better inform the public of the value of this legislation, W. A. Ward, State Chairman of the N. C. P. A. Fair Trade Committee, suggested that a supply of the booklets be obtained for enclosures in packages.

Others participating in the round table discussion of Fair Trade and of methods for retaining it on our law books were Beaman Pinner, Maurice Cable and Earl Houser.

Entertainment consisted of a movie program (baseball and football) and jokes by Mose Teague.

Attendance was excellent—33 members and 7 visitors. Credit for this grand showing goes to our newly appointed Attendance Committee.

Engagement Announced

The parents of Miss Lucy Lee Kennedy, of Durham, have announced her engagement to Dr. Silas Owens Thorne, Jr., of Durham, son of Mrs. S. O. Thorne and the late Mr. Thorne of Charlotte. Miss Kennedy, a graduate of the School of Pharmacy, University of North Carolina, is a licensed pharmacist and is associated with Duke Hospital in its pharmacy department.

Radio Programs Sponsored by Asheville Drug Club

JOE T. RUSSELL, *Secretary*

The members of the Asheville Drug Club observed National Pharmacy Week by sponsoring a number of addresses over local radio stations and at the Lee Edward High School.

Taking an active part in the programs were:

C. E. Ingle, of the Ideal Drug Store, who discussed "The Corner Drug Store" over Station WISE.

"The Search for Drugs Against Disease" was the title of M. F. Teague's talk, broadcast by Station WWNC.

Earl Houser of the Dr. T. C. Smith Company told WSKY listeners about "The Pharmacist Then and Now."

And to round out this series of radio programs, a hospital pharmacist—A. J. Darling of Mission Hospital, talked about "Hospital Pharmacy" over Station WLOS.

Maurice Cable of Adams-Blauvelt made a short address before the students at Lee Edwards High School during National Pharmacy Week.

Delayed

A minister tacked this notice on the church door: "Brother Smith departed for heaven at 4:40 P.M. yesterday." The next day he found tacked beside it: "Heaven 9 A.M.: Smith not arrived yet. Great anxiety."

"THE SEAL OF SATISFACTION"



FOR PROFIT'S SAKE

Serve **GIBSONS**
ICE CREAM



WATSON COMMISSIONED

(Continued from Page 219)

Board, in accepting Mr. Ballew's resignation, the following resolution was unanimously adopted:

WHEREAS, James Gordon Ballew has rendered faithful service for 23 years as a member of the N. C. Board of Pharmacy, from August 8, 1926, to April 21, 1949; and

WHEREAS, pharmacy in North Carolina and the Board of Pharmacy in particular has benefited from his thorough understanding of the fundamental principles and ethics of pharmacy and from his ability to translate these into a just system for the protection of the public health; and

WHEREAS, he has discharged his obligations to the State by giving wholeheartedly and unselfishly of his time and ability to Board affairs, and

WHEREAS, the Board of Pharmacy regrets the circumstances which prevent him from continuing this service,

THEREFORE, be it resolved: That the North Carolina Board of Pharmacy do hereby gratefully thank James Gordon Ballew for

the productive progress and the pleasant association which he has contributed to the Board of Pharmacy.

BE IT FURTHER RESOLVED that a copy of this resolution be entered in the minutes of the Board of Pharmacy.

REPORT OF FAIR TRADE COMMITTEE

(Continued from Page 254)

You pharmacists and clerks, you store owners, you salaried employees, pay heed to this dire prediction: the state that loses Fair Trade will have the greatest orgy of price-cutting, cheating and chiseling that this country has ever witnessed. *You will work long hours for low pay.* Pharmacy will be set back ten years—ten years, almost the length of life of Fair Trade as we know it.

So, gird on your armor; prepare yourself for the waging of a battle that can result in victory for you only if you actively do your part in your own organizations existing of, by and for you.

Respectfully submitted,

The Fair Trade Committee
W. A. Ward, Chairman

LOOK**17 Ft. New Drug Wall Shelving**

Burch Finish—Regular Price \$510.00

Reduced to \$175.00

6 Ft. Stainless Steel Refrigerated

Backbar—Regular Price \$545.00

Reduced to \$272.00

8 Ft. Cigar Case and Cash Register Stand—

Mahogany Finish—Regular Price \$240.00

Reduced to \$175.00

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RETAIL AND WHOLESALE

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"THERE'S NOTHING QUITE LIKE ALKA-SELTZER"

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of a **COLD**



Take
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and feel better

**GOODBYE
HEADACHE**



UPSET Stomach?

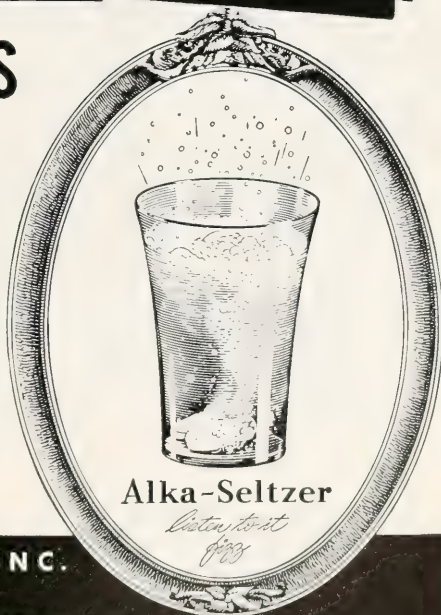


Alka-Seltzer
for dependable **RELIEF**

That's why it SELLS and Sells and Sells

What other product in your store brings such prompt, dependable relief from so many different ailments? There's nothing quite like Alka-Seltzer! No wonder it's one of the fastest-moving items in your store!

Yes, turnover and profit go hand-in-hand with Alka-Seltzer—made by the pioneers for Fair Trade.



MILES LABORATORIES, INC.
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KOTEX gives more comfort than ever before



Very profitably yours because **KOTEX**

outsells all other brands combined

W. H. King Drug Company

Wholesale Druggists

Raleigh, North Carolina

"The House of Friendly and Dependable Service"

The Carolina **JOURNAL OF PHARMACY**

Published Monthly by the North Carolina Pharmaceutical
Association at Chapel Hill, N. C.



Miss Barbara Bess, of Sylva, one of the young women pharmacy students who assisted Ellis-Stone in staging a fashion show in Chapel Hill for The Woman's Auxiliary during the 1949 Convention, is shown above. This event, typical of The Auxiliary's varied program, was enthusiastically received by better than 200 women from various parts of the State.

IN THIS ISSUE

**"THE 1949 GENERAL ASSEMBLY
AND ITS EFFECT UPON
PHARMACY"**

—by Attorney F. O. Bowman

June, 1949

Volume XXX

Number 6

ubiquity

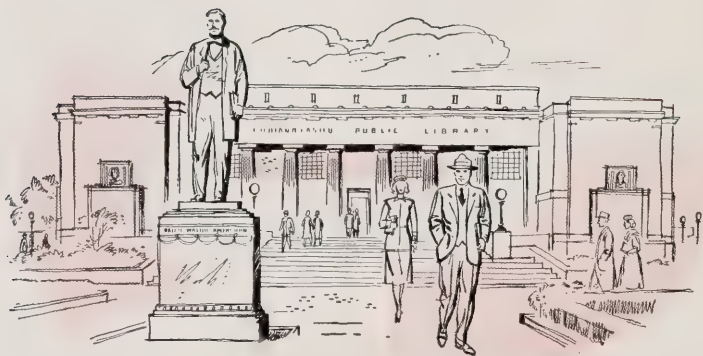
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that do not boast a public library
where readily obtainable are the histories,
the observations, and the fantasies of the world
and its people dating back many hundreds of years.
With the avowed purpose of getting the right book
to the right person at the right time,
the public library is an institution of respect and high esteem.
It is an outstanding source of informal education,
a treasure house of thrilling entertainment.

Whether it be in the lending of books
or the distribution of drug commodities,
the basis for success is ease of accessibility.
Many years ago the economy and convenience to the retail pharmacist
of obtaining supplies through the near-by wholesale druggist
were recognized and provided for in the Lilly Policy
by the designation of selected service wholesalers
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Today more than 200 service wholesalers feature complete Lilly stocks.
No retail pharmacist is more than a few hours away
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in all seasons and climates, patients require

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BENADRYL Hydrochloride (diphenhydramine hydrochloride, Parke-Davis) is effective in a large variety of allergic conditions, including the seasonal types, such as hay fever, and the non-seasonal types, such as acute and chronic urticaria, angioneurotic edema, vasomotor rhinitis, contact dermatitis, erythema multiforme, pruritic dermatoses, dermatographism, serum sickness, food allergy, and sensitization to drugs, such as penicillin and the

sulfonamides. Relief with BENADRYL is rapid. Treatment is simple and patients can be economically maintained free of symptoms.

Day in, day out, across the country, prescriptions call for BENADRYL — for BENADRYL gives results. At all times, especially during the hay fever season, continued stocking of BENADRYL permits the quick service in filling prescriptions that is appreciated by both the prescribing physician and the patient.

BENADRYL KAPSEALS® Each Kapseal contains 50 mg. of Benadryl Hydrochloride. Supplied in bottles of 100 and 1000.

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Harris Opens Pharmacy at Blowing Rock

New pharmacies recently licensed by the N. C. Board of Pharmacy include Mercy Hospital Pharmacy, Charlotte; Memorial Mission Hospital Pharmacy, Asheville; and Harris Drug Store, Blowing Rock.

Gilberto Colina is the pharmacist in charge of the Mercy Hospital Pharmacy; A. J. Darling the pharmacist in charge at Memorial Mission; and Larry C. Harris, formerly of Cliffside, the pharmacist-manager of Harris Drug Store.

Changes in ownership include: Central Avenue Pharmacy, Inc., of Charlotte, recently purchased by W. T. Andrews of Goldsboro, and White Oak Drug Company (formerly New White Oak Drug Company), Greensboro, purchased by William B. Evans, who, until April 1st, was associated with McDuffie-Eubanks Drug Company of Greensboro.

POWERS-TAYLOR DRUG COMPANY

Richmond, Va.



Wholesale Druggists

Importers & Jobbers

Druggists' Sundries & Fancy Goods



We solicit your orders

Our experience of over 70 years
insures our ability to serve you
satisfactorily

Scott Drug Company

***Wholesale and Manufacturing
Druggists***

Charlotte, N. C.

the convenience of PRANONE[®] therapy

(Anhydrohydroxy-progesterone U.S.P. XIII)

When the patient cannot visit the physician at sufficiently frequent intervals for injections of PROLUTON* (Schering's Progesterone U.S.P. XIII), a useful method of duplicating the therapeutic action of PROLUTON is the oral administration of PRANONE* (Schering's Anhydrohydroxy-progesterone U.S.P. XIII). PRANONE Tablets are effective in spontaneous abortion (threatened and habitual), in functional uterine bleeding, in dysmenorrhea and in relieving premenstrual tension.

The convenience of this effective oral therapy to the patient is obvious. Patients who are prone to abort are frequently recommended to keep a supply of PRANONE Tablets for immediate use at the earliest signs of abortion.

Dosage equivalence: PRANONE 5 mg. orally is therapeutically equivalent to 1 mg. PROLUTON by injection. In threatened abortion, instead of PROLUTON 5 to 10 mg. daily, PRANONE Tablets 10 or 25 mg. may be taken three to five times daily as directed by the physician.



Packaging: PRANONE, anhydrohydroxy-progesterone, tablets of 5 or 10 mg.; boxes of 20, 40, 100 and 250 tablets. Also tablets of 25 mg.; boxes of 20 and 100 tablets.

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IN PREFERRED POSITION

Employment Outlook for Pharmacists

The employment outlook for pharmacists is very good for several years. Overcrowding is possible in some localities in the long run if enrollments in pharmacy colleges continue at present high levels.

These are the main conclusions of a study of the employment outlook for pharmacists recently completed by the Occupational Outlook Service of the Bureau of Labor Statistics. The study was prepared for use in vocational guidance of veterans, high school students, and others interested in choosing a field of work, and was financed, in part, by the Veterans Administration.

The outlook for the entire pharmaceutical profession is dominated by the prospects in retail drug stores, where a moderate upward long-term trend in employment is expected. In view of the steady increase in drug sales and the trend toward shorter working hours in the profession, it seems probable that many drug stores will have to take on additional pharmacists. It is also expected that there will be some increase—though not a large one—in the number of drug stores in the country. In recent years the tendency in cities has been away from many small stores toward fewer and bigger ones, but some new stores will be needed, particularly in new residential areas.

Employment in hospital pharmacies is expected to increase rapidly during the next few years. There will also be increased opportunities in manufacturing and wholesaling, in the armed forces and the public health services, and as teachers, law-enforcement officials, and as writers for pharmaceutical publications. In addition, around 3,000 pharmacists will be needed each year to replace those who die, retire, or transfer to other fields of work.

There is now a shortage of registered personnel in many parts of the country, because of the sharp drop in graduations during the war, and the expanding employment needs. Record numbers of students have enrolled in pharmacy colleges since V-J day (approximately 20,000 in the 65 accredited colleges in the academic year 1948-49, com-

pared with about 8,000 in the immediate pre-war years). Several new colleges have been organized and are already admitting first- and second-year students. Nevertheless, the shortage will probably not be relieved before the 1950's. After that there may be a tendency toward overcrowding in some areas, particularly big cities.

Information about the nature of a pharmacist's work, how to enter this profession, the earnings and working conditions of pharmacists, and additional information on the employment outlook in the profession will be found in the Occupational Outlook Handbook, Bulletin Number 940 of the Bureau of Labor Statistics. The Handbook, which was prepared in cooperation with the Veterans Administration, may be purchased from the Superintendent of Documents, Government Printing Office, Washington 25, D. C., for \$1.75.



Our North Carolina State Agent is:

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Our South Carolina State Agent is:

Ralph M. Crosson

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In patients with pernicious anemia and certain other macrocytic anemias, Rubramin produces a hematologic response similar to that seen following injections of liver extract. Circulating erythrocytes promptly increase. The increase in red blood cells and hemoglobin is quantitatively equal to the response produced by liver extract.

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Solution RUBRAMIN Crystalline (Squibb crystalline vitamin B₁₂ solution) in 1 cc. ampuls, each containing 15 micrograms of crystalline vitamin B₁₂.

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a muscle relaxant for certain neurologic disorders

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100,000 UNITS MICRO-PULVERIZED PENICILLIN G SODIUM

for penicillin powder inhalation therapy

Completely practical—Inhalation jars penicillin powder into an already established airstream. *Easy to use*—No assembly. Each Dispolator is a complete therapeutic unit. After inhaling the powder, the patient throws away the Dispolator.

Packages of 3 Dispolators.

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As potent orally, weight for weight, as free estrogens when injected

Natural in origin . . . naturally well tolerated. Four potencies to facilitate frequent, continuous medication at the patient's convenience.

0.3 mg. Tablets, bottles of 100; 0.625 mg. Tablets, bottles of 100 and 1000; 1.25 mg. Tablets, bottles of 100 and 1000; 2.5 mg. Tablets, bottles of 25 and 100.

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*RUBRAMIN, *TOLSEROL, *DISPOLATOR AND *AMNESTROGEN ARE TRADEMARKS OF E. R. SQUIBB & SONS

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GILBERT ELECTRIC FANS

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The Carolina Journal of Pharmacy

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No. 6

Family Doctor Seen Disappearing In Britain under State Medicine

Without Marshall Plan aid, Great Britain would find it difficult or impossible to afford the wholesale benefits of its eleven-month-old National Health Service, William Alan Richardson told The Conference of Presidents and Other Officers of State Medical Association, during the organization's fifth annual meeting held a short time ago in Atlantic City.

Mr. Richardson, editor of *Medical Economics*, independent national monthly reaching 135,000 physicians, has just returned from England, Wales, and Scotland, where he directed a month-long, on-the-spot study of the British experiment in compulsory state medicine.

Some 300 depth interviews were made among a cross-section of the public and the medical profession and among personnel of the Ministry of Health and the various professional associations. Mr. Richardson talked with doctors and patients in every principal city and in as many small towns.

"The National Health Service this year will cost the taxpayers of that country \$1½ billion by government estimate," he said, "or more than 10 per cent of Great Britain's entire national budget. When the experiment is in full operation, it will cost at least \$2½ billion a year, or more than \$55 a head.

"These are only estimates of the operating costs. There are also some items of

capital expenditure. They include \$1½ billion for new hospital accommodations and another \$1½ billion for the construction of health centers—plus, of course, the cost of maintaining those facilities after they're completed.

"A member of the House of Commons, in defense of this huge national burden, said, 'What does it matter *how much* the health service costs if the needs of our people for medical treatment require such an outlay?' To which another member replied, 'What does it matter, indeed? The Americans are paying for it.'

"The cost of the National Health Service was so grossly underestimated by the Ministry of Health that a wave of Parliamentary protest followed. The cost of the ophthalmic service alone was found to have been 650 per cent more than anticipated. The first estimate was \$8 million. The revised estimate was \$52 million.

"Complained one member of the House of Commons: 'If a business firm or a contractor made such a fantastic error in estimating, it would go bankrupt. The estimating here was hopelessly incompetent—unless a lower figure than the true one was deliberately put forward.'

"Under the new scheme, the people of Britain are getting 'quickie' doctor care. Four minutes per office patient is about all the overworked general practitioner can

allow. The public is getting *more* care, but it's *poor* care.

"In England and Wales today, some 18,000 general practitioners are signed up to take care of 41½ million National Health Service patients. This figures out to an average of 2,300 patients per doctor, or about double the average in the United States. Actually, many general practitioners have lists of 4,000 patients or more. These people are attended by their doctor an average of more than six times a year. Which means that the practitioner with 4,000 patients may find himself responsible for 24,000 visits a year, or eighty visits each working day.

"In a typical case, about twenty of these eighty visits a day will be house calls, made over a period of about seven hours. The remaining sixty visits will be taken care of at the doctor's surgery, or office, in a span of about four hours. Under these circumstances, the general practitioner can average only four minutes per office patient (and probably about the same number of minutes per home patient, allowing for travel time). Any disruption of the doctor's schedule—an emergency call, for instance—may cut the average time per patient to *less* than four minutes.

"To speed up this assembly-line patient care, many waiting rooms are equipped with buzzers. When the buzzer sounds, the patient is supposed to head for the consultation room—on the double.

"I arrived at one office, in Bournemouth, when office hours were supposed to be over. There were still eleven patients waiting. I had visions of being held up and missing my next appointment. But eighteen minutes later all eleven patients were gone. The buzzer had sounded about once every minute and a half.

"A doctor practicing near Cardiff, Wales, said he had once seen 115 patients in a little more than three hours. Another doctor in Glasgow, Scotland, said that during an especially busy period he had seen 194 patients in a single day.

"The general practitioner in Britain today is faced with this paradox: If he has a large list of public patients, he can't give

decent service. If his list is small, he can't make a decent living.

"Most people don't even get an examination when they visit a general practitioner. A few get a hurried once-over. Scarcely any get a complete exam. If the patient *must* be examined more fully, the G. P. usually shunts him to a hospital clinic or outpatient department. If the patient finds this inconvenient, if it means a delay of several days or weeks before he can be taken by the clinic, and if, even after he gets there, he has to queue up for two or three hours—well, that's just too bad.

"Not only are most prescriptions now written by the G. P. without *examining* the patient, some are written without his even *seeing* the patient. In Britain, absent treatment is no longer the exclusive domain of the faith healer.

"The results are grim. Doctors, in many cases, simply aren't finding out what's wrong with people. Mrs. Jones can generally be sure of getting a bottle of medicine, but there's no assurance it's the *right* medicine as long as the diagnosis is inadequate.

"Not only are patients getting treatment they *shouldn't* have, they are also going without treatment they *should* have. Thousands of cases of early anemia, tuberculosis, and cancer are being missed in the rush.

"The personal, confidential doctor-patient relationship has become a thing of the past. I found evidence of this in the remarks of typical Britishers:

"A widow I talked to in Hereford said, 'The doctor just doesn't have time to listen to me since he's become so rushed.'

"A tannery employe near Birmingham

Quality That Brings Customers Back!

EVANS Fountain Fruits and Flavors

**Order through your local
drug house or candy jobber!**

Made by E. B. Evans Co., Phila., Pa.

complained that patients were being 'treated like cattle.'

'A schoolteacher in Surrey said, 'We just don't feel that we have a family doctor any more.'

'Before the National Health Service began, the Minister of Health promised that under the new scheme there would be no disclosure of information given by the patient to the doctor, that the time-honored, confidential relation between them would be respected. This promise has not been kept.

'When a patient changes doctors, for example, his case records are now turned over to the local executive committee. Lay clerks employed by this committee are at liberty to read the full details of the patient's most intimate ailment. It's hardly surprising, then, that some physicians no longer record such things as VD.

'Socialized medicine is fast destroying the incentive of British doctors. The G. P. knows that good service is impossible with the heavy patient load he has to carry. So he soon decides not to beat his head against a stone wall. For no matter what kind or amount of medical care he gives, he gets exactly the same annual fee per patient (about \$3.40).

'Even the few G. P.'s who *are* knocking themselves out to give good medical care to large lists of patients will in time wear out either themselves or their ideals. For doctors are people. You can't overwork them and underpay them indefinitely.

'Some say that if the number of doctors in Britain were doubled it would be then possible to give the people proper medical service. Even if this were so—which I don't admit—it would mean doubling the cost of the doctor-service. And the nation couldn't possibly afford it.

'Meanwhile, medicine begins to look less and less inviting as a career. A number of medical school administrators say that since the National Health Service began they're getting fewer applications for admission and the persons applying are of noticeably lower calibre than before.

'One faculty member remarked to me: 'What else can you expect? As medicine becomes a less desirable vocation, it will attract less desirable people.'

'This comment points up the most serious threat of all to medical standards—and, hence, to public interest. If the man quoted is correct, Britain's prospects are for fewer doctors, poorer doctors, and a still lower grade of medical care.

'Most Britishers do not recognize the serious basic defects in their new plan of socialized medicine. But that's understandable, because such defects don't manifest themselves in the early stages.

'For this reason, a good many people in Britain now are more or less in favor of the National Health Service. They tend to think it's giving them something for nothing. They don't realize *they* are paying for it out of their taxes.

'Public attitude toward the new deal in British medical care is explained by another factor: For years, many of Britain's poor got only minimum medical service. *Some* got virtually no service at all. *Any* improvement in their lot was, therefore, a welcome one.

'Over here, people enjoy so much better care right now that if they were suddenly to get what the British are getting, they'd look upon it as a cause not for rejoicing but for complaining to high heaven and their Congressmen.

'Sixty per cent of American families enjoy incomes above \$2,000 a year. Eighty-four per cent of British families have incomes of less than \$1,000 a year. It's this acute economic need that prompts the British to clutch at whatever government aid is offered them.

'They've been clutching so hard at the new health service, in fact, that abuses of the system are countless. The tremendous number of trivial ailments for which patients demand attention cuts down the time that can be given to the genuinely sick.

'In Britain's socialized dentistry, there are also some quaint situations. Extractions, for example, pay better than fillings. So a good many Englishmen, whether they need them or not, are getting nice, new, white dentures.

'If the patient isn't justified in getting a medicine or appliance he demands, and if the doctor is foolish enough to argue about

(Continued on Page 311)

"Drug Store Merchandising or Your No. 1 Cash Register Bandit"

Excerpts from speech given by E. H. Hemmle, District Manager, Colgate-Palmolive-Peet Company, at the North Carolina Pharmaceutical Convention held at Durham, North Carolina on May 5th, 1949.

Back in 1945 my Company originated the term, "Jack Pot Area" and "Jack Pot Merchandising." Through extensive tests conducted in 608 stores throughout the entire country we found that 27,588 out of 36,416 drug store customers confined their movements to one single traffic lane. That lane was called the "Jack Pot Area." It proved that 76% of your customers go down the same lane in your store. It is of utmost importance, then, that you should carefully select the proper merchandise to display in that traffic lane. It's what they (your customers) see . . . where they walk . . . that holds the vital key to Plus Sales.

Today's most profitable merchandising should be geared precisely to consumer preference. Making it easier for your customers to buy what they want! What is "consumer preference?" An insatiable demand by Mr. and Mrs. Consumer preferring certain brand name products over other brands. Why? Well, there are several reasons . . . here are a few:

1. *Quality of the Product.* The same standard quality must always be present which the consumer has come to expect. It cannot be good today and next month not up to standard.

2. *Price of the Product.* It must be priced right. It must offer the consumer a real value. The product must be available to the consumer in various price ranges to fit all pocketbooks.

3. *Profit to the Dealer.* The product must give the dealer a fair profit in return for his efforts and cooperation. If a dealer does not secure adequate profit, he may attempt to retard the sale of a product by not displaying it. But the consumers are not interested in the dealer's profit. If they want the product they will buy it somewhere else where they might see it displayed. With this same thinking, isn't it also true that

they will *buy* other *profitable* merchandise they want where they see it displayed? But some dealers are prone to let today's "No. 1 Cash Register Bandit" take over by saying, "We don't have to display it . . . it sells anyway." Maybe it sells *better* in your competitor's store *because he displays it*.

A few other points in establishing consumer preference could be added, such as: Packaging . . . eye appeal, cosmetic appeal, or attractiveness of the package. Reputation of the Manufacturer . . . length of time in fair dealings with consumers and dealers.

With all of these various points I have still not mentioned the one which is the greatest and most effective and carries the greatest impact . . . it is *National Advertising!*

The easy wartime merchandising road has ended. The King Salesman today is sound merchandising in the "Jack Pot Area," making it easier for your customers to buy what they want. This holds the vital key to your one major problem, Plus Sales.

Today every aggressive store in the country is bearing down for Plus Sales. With rapidly mounting competition, higher operating costs and consumers again counting pennies, every salesmaker in the store should be analyzed with *extreme care*. As you well know, you have only four real salesmakers. They are: Window Displays, Salespeople, Tie-in Advertising, and Inside Displays.

By far your most effective salesmaker is *Inside Displays*. Your major hazard in merchandising inside displays for maximum results will be *inability* or *carelessness* in the selection of promotional products. Here are a few points to remember:

1. Consumers are definitely *quality* conscious. They want quality products . . . not off-brand "cats and dogs."

2. Consumers are once again price-minded. They are again counting their pennies. Many dealers strayed upward from Fair

Trade Minimums during the lush, "easy come, easy go" war years . . . and stand to price themselves out of the market unless they jump on the bandwagon and let their customers know they are again "on the beam" by prominently featuring Fair Trade Minimum prices.

3. Selection of Products for Inside Displays. The most satisfactory guide would be *consumer preference*. Whatever commodity you plan to promote, certainly it is only common sense to promote a leader . . . the brand which the greatest number of people use and buy. So whatever commodity you display, pick the first three or four best sellers in that particular classification and display them in direct proportion to the way the customers buy them in your store.

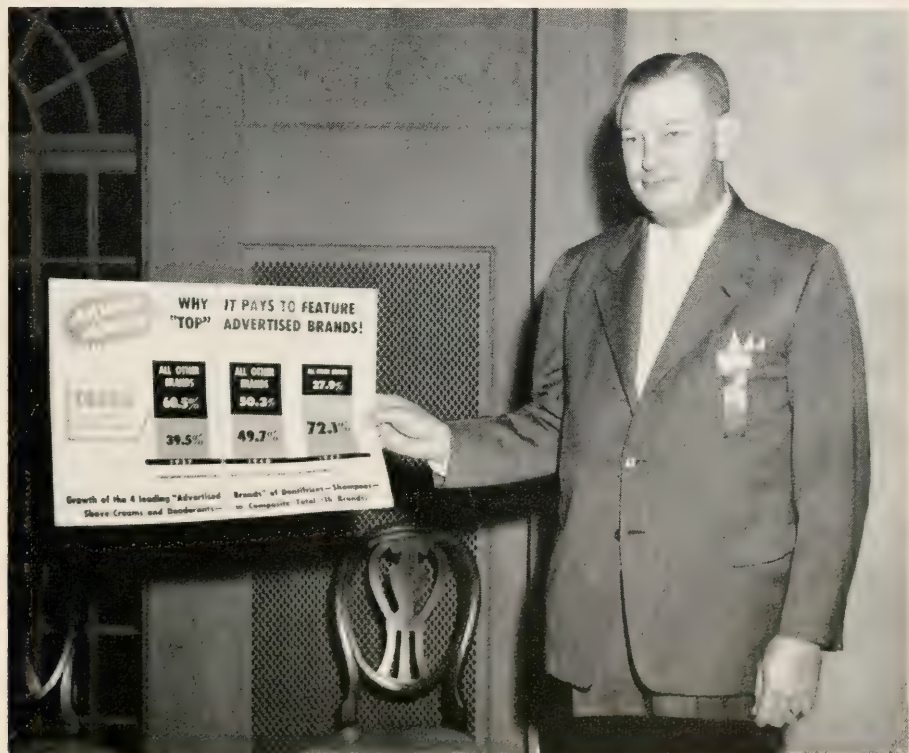
Four important points to guide you in the selection of products to display and promote are:

1. Strong Consumer Preference. Merchandise the people want.
2. High Potential Turnover. Big important dollar classification.
3. National Advertising Support.
4. Fair profit to you at Fair Trade Minimum.

Summarizing, then, your four salesmakers are Window Displays, Salespeople, Tie-in Advertising and Inside Displays.

Are you selling Sunshine or Shadows? Sunshine items are products which the consumers want and buy regularly and often. . . . Shadows are the slow movers or dust collectors which waste valuable display space and do not move. Shadow items help the No. 1 Cash Register Bandit to operate in your store, but by selling Sunshine items, fast movers, you allow the Cash Register Profit Maker to go to work for you by

(Continued on Page 277)



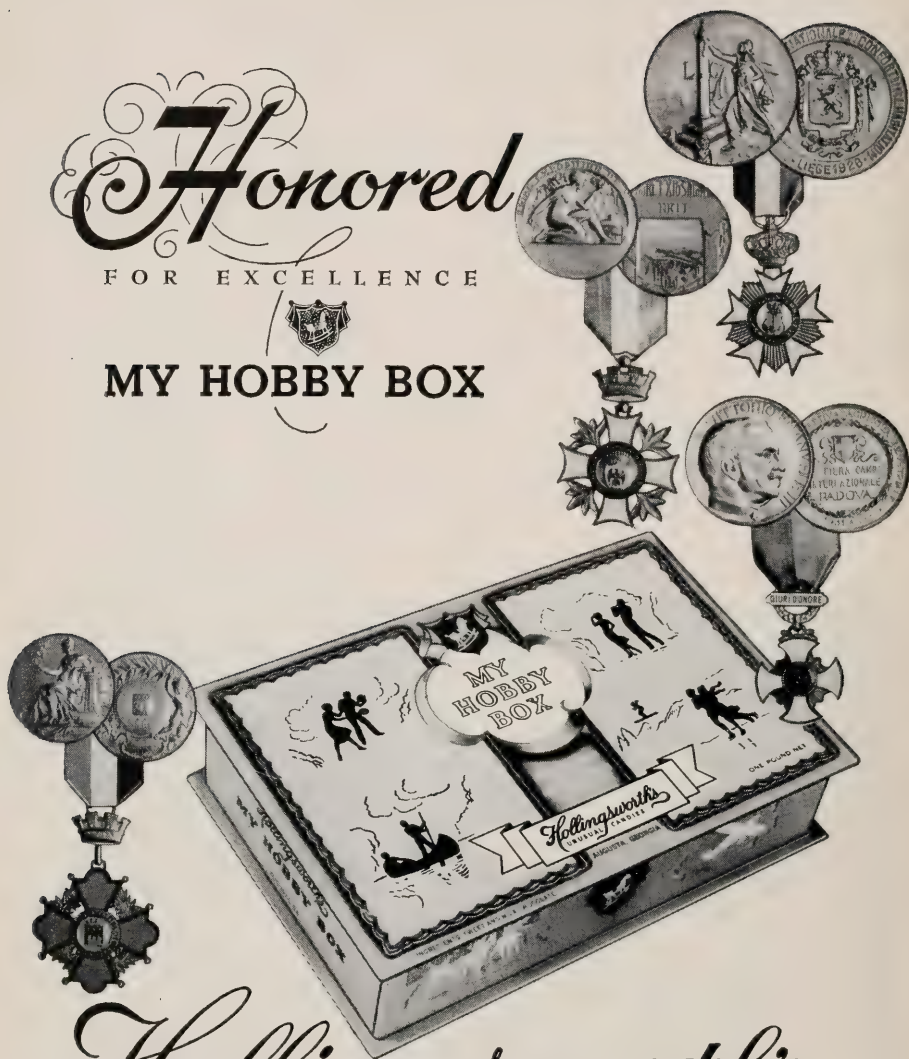
E. H. Hemmle (shown above) graphically demonstrates one reason why it pays to feature "top" advertised brands.

Honored

FOR EXCELLENCE



MY HOBBY BOX



Hollingsworth's

UNUSUAL CANDIES

FOR THOSE WHO LOVE FINE THINGS

"THE SEAL OF SATISFACTION"



FOR PROFIT'S SAKE

Serve **GIBSONS**
ICE CREAM



VISIT ELI LILLY LABORATORIES—Shown in front of the Eli Lilly Laboratories, Indianapolis, which they visited on May 15-18, are officers and sales representatives of Burwell & Dunn Company, Charlotte. Pictured are, left to right: J. A. Parker, T. K. Steele, G. G. Kistler, Lore S. Brown, Reuben C. Russell, Claude Holly, W. A. Stephenson, P. S. Hawfield and P. W. Kendall.

Send Us Your **KODAK FINISHING**

FOR
TOP QUALITY—POPULAR PRICES—RAPID SERVICE—
LIBERAL DISCOUNT

We are serving many of the finest drug stores and camera shops in the Carolinas and Virginia including:

Apothecary Shop, Elizabeth City, N. C.
Ashland Camera Shop, Ashland, Va.
B & M Drug Co., Crewe, Va.
Basarts Drug Store, Greenville, N. C.
Baxter's, New Bern, N. C.
Bells Drug Store, Greenville, N. C.
Boyd's Camera Shop, Fayetteville, N. C.
Brame Drug Store, N. Wilkesboro, N. C.
Bunch Drug Store, Goldsboro, N. C.
Butler & Carroll Drug Co., Dunn, N. C.
Bynum's Drug Store, New Bern, N. C.
Campbell Pharmacy, Hamlet, N. C.
Carolina Rexall Store, Wadesboro, N. C.
Clark's Pharmacy, Williamston, N. C.
Coleman Walgreen Agency, Jacksonville, N. C.
Connell's Drug Co., Henderson, N. C.
Culpepper Book Store, Culpepper, Va.
Dameron Drug Store, Tabor City, N. C.
Davis Pharmacy, Williamston, N. C.
Day's Drug Store, Spruce Pine, N. C.
Edwards Drug Store, Wake Forest, N. C.
Edwards Pharmacy, Ayden, N. C.
Emporia Drug Co., Emporia, Va.
Evans Pharmacy, Dillon, S. C.
Everington Drug Store, Laurinburg, N. C.
W. B. Fearing, Manteo, N. C.
Fox Drug Co. Inc., Rockingham, N. C.
Fremont Drug Co., Fremont, N. C.
Goldsboro Drug Co., Goldsboro, N. C.
Hall Drug Co., Scotland Neck, N. C.
Haney's Pharmacy, Waynesboro, Va.
Hilton Pharmacy, Hilton Village, Va.
Hobby Center, Newport News, Va.
Homes Pharmacy, Bowling Green, Va.
H. R. Horne & Sons, Fayetteville, N. C.
Howell Drug Co., Raeford, N. C.
Hughes Drug Co., Ashland, Va.
Jay Bee Drug Co., Dillon, S. C.
Johnson Drug Co., Smithfield, N. C.
Jones Drug Co., Franklin, Va.
Jones Pharmacy, White Stone, Va.

Lenoir Drug Store, Lenoir, N. C.
 Lincoln Cut Rate Drugs, Inc., Lincolnton, N. C.
 Louisa Drug Co., Louisa, Va.
 Matthews Drug Co., Roanoke Rapids, N. C.
 McIntyre Drug Co., Dillon, S. C.
 Miller's Camera Shop, Williamsburg, Va.
 Mineral Drug Store, Mineral, Va.
 Mitchener's Pharmacy, Edenton, N. C.
 Montgomery Drug Co., South Hill, Va.
 Morehead City Drug Co., Morehead City, N. C.
 Nansemond Drug Co., Suffolk, Va.
 Parker's Drug Store, Henderson, N. C.
 Pettus Garland Drug Co., South Hill, Va.
 Ragsdale Studio, Chase City, Va.
 Ramseur Pharmacy, Ramseur, N. C.
 Red Springs Drug Co., Red Springs, N. C.
 Rice's, Kilmarnock, Va.
 Ricks Drug Co., Rocky Mount, N. C.
 Ricketts Drug Store, Orange, Va.
 Ridenour Studio, Fayetteville, N. C.
 Rock Drug Co., Valdese, N. C.
 Rosemary Drug Co., Roanoke Rapids, N. C.
 Scotland Drug Co., Laurinburg, N. C.
 Louis Selig, Elizabeth City, N. C.
 Selma Drug Co., Selma, N. C.
 Souder's Pharmacy, Fayetteville, N. C.
 Spencer Drug Co., Blackstone, Va.
 E. M. Stratton, Gordonsville, Va.
 Wakelon Drug Co., Zebulon, N. C.
 Ward Drug Company, Nashville, N. C.
 Warren's Drug Store, Greenville, N. C.
 Warsaw Drug Co., Warsaw, N. C.
 Watkins Wood Drug Co., Emporia, Va.
 White's Pharmacy, Hilton Village, Va.
 Windsor Pharmacy, Windsor, N. C.
 Woolard's, Henderson, N. C.
 Zoeller Drug Co., Tarboro, N. C.

In addition we finish for 40 drug stores in Richmond.

Let us serve you, too. Samples and full information on request.

8th & Main Sts.
 P. O. Box 658
 Richmond, Virginia



Asheville Club Hears About Pharmacy in the Army

Reported by JOE T. RUSSELL

An address "The Role of the Pharmacist in the Army" by Major G. W. Bricknell highlighted the May meeting of The Asheville Drug Club. Major Bricknell is a graduate in pharmacy of Butler University and holds license to practice pharmacy in Indiana and Texas. At the present he is administrative head of the Asheville Branch of the Organized Reserve Corps.

Major Bricknell said that few pharmacists practiced pharmacy in the Army during the first world war, since most of them had other varying jobs to do. The situation during the recent war was entirely different, the speaker stated. Many pharmacists were assigned to pharmaceutical duties.

A motion picture "Animal Health" was presented by Dr. A. B. Christian and Joe Myer, both of Biltmore Dairies.

A fair trade report by W. A. Ward and a

summary of National Pharmacy Week, with special emphasis on the local radio programs sponsored by the Club during that period, were heard.

Albert Chandley is chairman of the program for June. It was announced at the meeting that the program would consist of a skit on Fair Trade and a motion picture to be supplied by Owens-Illinois Glass Company.

Wealth

Ancient Persia had a quick method of dealing with the inequalities of property-holding among its people. In the yr 996 that country was visited by a devastating famine, in which thousands died from hunger, while the possessions of the rich were far in excess of their needs. The ruler, Agud, proclaimed that for every poor man who died (of starvation) a rich person must be executed. Thereafter no one starved.—Origin unknown.

APPETIZING APPETIZER

Nutritional adequacy is an essential for normal convalescence—in geriatrics—for growing children—during pregnancy and lactation.

To stimulate the appetite and gastric secretion, thousands of physicians have employed

VALENTINE'S MEAT EXTRACT

the internationally-known liquid Meat Extract. Professional literature gladly supplied on request.

Valentine's
MEAT-JUICE CO.
Richmond, Va.
SINCE 1871

ATTENTION PHARMACISTS: The advertisement above is appearing in national and sectional medical journals. Check your stock. Be sure your supply of Valentine's Meat Extract is adequate.

Information gladly supplied

*Pine State Ice Cream
is uniformly
nutritious—a high
quality Ice Cream
at all seasons
of the year—
North Carolinians
ask for it!*

RALEIGH, NORTH CAROLINA

DRUG STORE MERCHANDISING

(Continued from Page 271)

"making it easier for your customers to buy what they want . . . in YOUR store."

This chart, ladies and gentlemen, shows that the growth of advertised brands has been strong and steady over a long period of time. As you will note, back in 1890, drug store product advertising was at a low ebb and had zoomed to \$369,000,000 in 1947. Likewise, with drug store commodity sales . . . at a low ebb in 1890, they have zoomed to the unbelievable figure of \$3,700,000,000 in 1947. Back in 1890 the consumer took the druggist's suggestion upon his recommendation. 25 years later through the effect of advertising, the druggist was beginning to suggest several brands, saying, "Do you want A, B, or C brand?" Mrs. Consumer replies, "I'll take the 'A' brand. . . . I saw it in the paper." Now in 1949, Mrs. Consumer is the dictator and says, "I'll take this and this, and then give me a tube of 'A' brand toothpaste."

In this other chart you will notice the growth of four leading advertised brands of dentifrices, shampoos, shaving creams and deodorants, all brought together in a com-

posite study over a period of ten years, and you will also note that in 1940 these sixteen different nationally advertised products in the four classifications of commodities enjoyed a little over one-third of the market, whereas in 1947 they had almost three-fourths of the market.

There is no question, ladies and gentlemen . . . advertising builds consumer preference. With each billion dollar increase in total drug store product sales, it will release an additional 10% or another \$100,000,000 to spend for advertising these products which, in turn, will sharpen the consumer's preference for these specific products to an even greater degree.

Lesson in Physiology

A small boy was asked to write what he had been taught about the human body. This was the result: "Our body is divided into three parts, the brainium, the borax, and the abdominal cavity. The brainium contains the brain, if any. The borax contains the lungs, lights and heart. The abdominal cavity contains the bowels, of which there are five: a, e, i, o and u."



Reaco B-Complex with C Tablets

\$20.00 Doz. 100s

Reaco A & D Capsules

\$10.00 Doz. 100s

A. E. P. Tablets

\$24.00 Doz. 100s

Pyridoxine HCl (B6) 10 mg. Tablets

\$2.75 per 100

Pyridoxine HCl (B6) 25 mg. Tablets

\$5.75 per 100

Pyridoxine HCl (B6) 50 mg. Tablets

\$9.75 per 100

Reavita Capsules

\$34.80 Doz. 100s

Your cooperation in stocking Reaco Products is appreciated.

REACO PRODUCTS

P. O. Box 1922

DURHAM, NORTH CAROLINA

Very personally yours

New luxury—with Kotex . . . giving you softness that fulfills your fondest dream of comfort.

Miracle softness that really lasts . . . holds its shape without sacrificing safety.

You'll enjoy the exclusive safety center . . . designed for your extra protection—

Welcome all three absorbencies Kotex provides. Your choice of Regular, Junior and Super



More women choose Kotex* than all other sanitary napkins.

*T. M. REG. U. S. PAT. OFF.

Kotex Regular—Super—Junior—12's

\$11.40 as part of 6 case assortment

\$11.09 as part of 25 case assortment

O'HANLON-WATSON DRUG CO.

WINSTON-SALEM, N. C.

*The 1949 General Assembly and Its Effect upon Pharmacy**

Secretary Smith has asked me to make a report on "The 1949 General Assembly and Its Effect upon Pharmacy." It is fortunate indeed for you as well as for me that the subject assigned is specifically restricted. To discuss and report upon all the legislation of even casual interest to you as a group of businessmen that passed through the legislative hoppers during the recent Legislature would necessitate the writing of a book. However, by being confined to a discussion of legislative proposals coming under this limited scope, the report may be kept within reasonable limits insofar as the time element is concerned.

Convening on January 5th, the 1949 General Assembly, after being in session for 109 days, adjourned sine die on late Saturday afternoon, April 23rd, just ten days ago, thus bringing to an end the fourth longest session in history and the third most prolific in the number of bills introduced. Only the 1931, '33, and '35 sessions ran longer; and the 1,834 bills introduced in the two houses exceed all sessions but 1933 and '35. A summary of the measures directly affecting pharmacy and pharmacists is given below.

First, two proposals were submitted relating to State Agencies and Boards:

SENATE BILL 5, introduced by Senator Allsbrook and referred to Judiciary 2, "An Act to Amend Article 18 of Chapter 143 of the General Statutes, Requiring Rules and Regulations of Certain State Agencies and Administrative Boards to be Submitted Biennially to the General Assembly," did not pass, but a House Committee Substitute for this bill was enacted into law, adding a new section, providing as follows:

G. S. 143-198.1—In addition to the requirements hereinbefore made in this article, every agency and administrative board of the State of North Carolina created by statute and authorized to exercise regulatory, administrative, or quasi-judicial functions, shall within 90 days of the ratification of

this Act file with the Clerk of the Superior Court of each County of North Carolina, a certified indexed copy of all rules and regulations, the violation of which would constitute a crime, adopted by the agency or board in the exercise of its authority, and also to mail a copy to each member of the 1949 General Assembly; and further requires each agency or board, within 15 days of adoption, to file additional or amendatory rules or regulations with each clerk; to be filed by the clerk as part of the records of his office.

SENATE BILL 116, another Board bill, introduced by Senator Larkins, and referred to Judiciary 1, "An Act Authorizing the Governor to Appoint one additional member on Each of the Various Examining and Licensing Boards or Agencies," was tabled in the Senate, after it had been amended by Judiciary 1, and reported favorably as amended. This bill would have authorized the Governor to appoint to each of 21 examining and licensing boards one additional member from the State at large, possessing such qualifications as the Governor deems desirable in the public interest to serve for the same term as other members or until his successor was appointed. Such additional member to have and exercise the same powers, duties and authority and privileges, and to receive the same compensation as other board members.

HOUSE BILL 602, introduced by Royster of Vance, and referred to Committee on Agriculture, "An Act to Rewrite Subdivision (k) of Section 106-134 of the General Statutes of North Carolina Relative to Drug Control under the N. C. Food, Drug and Cosmetic Act, was enacted into law and becomes effective June 30th, 1949. It re-writes cited subsection to deem a drug or device to be misbranded if (1) it is a drug sold at retail and contains any quantity of amidopyrine, barbituric acid, cinchophen, dimetophenol, sulfanilimide, pituitary, thyroïd, or their derivatives, or (2) it is a drug sold at retail and its label bears a statement that it is to be dispensed only on the prescription of a physician, dentist, or

* Presented by Attorney F. O. Bowman at the 69th Annual Meeting of the N. C. Pharmaceutical Association, Durham, May 4, 1949.

NOW..You Can Tell
Your Customers to Take Their Choice,
but take "BC"

TABLETS



POWDER

**10¢ and 25¢
 SIZES**



★ Same famous
 formula—same fast relief.
 Two tablets equal one powder. Both
 act quickly to relieve headaches,
 the pains of neuralgia and
 minor muscular aches.
 Nationally distributed.
 Nationally advertised.

HEARD OVER 350 Radio Stations-247 Newspapers

veterinarian; it permits the sale of such drugs on written prescription of a physician, dentist, or veterinarian licensed to administer such drugs, and provides that such prescriptions shall not be refilled except on the specific authorization of the prescriber. But compounds containing salts or derivatives of barbituric acid are excepted if they produce an action other than hypnotic or somnifacient, or are for use as a spray, gargle, or external application. In this connection, the Legislature made an appropriation of approximately \$53,000 for the fiscal year 1949-50 and \$33,000 for the year 1950-51 to the Department of Agriculture to establish proper laboratory facilities and for the enforcement of its drug program. And, in the appointment of any drug inspector in carrying out the provisions of the drug laws, the commissioner of Agriculture must confer with the State Board of Pharmacy.

Second, two measures were submitted also relating to the sale of Barbiturates:

HOUSE BILL 490, introduced by Rep. Blackwell and others, "An Act to Regulate the Handling, Sale and Distribution of Barbiturates," cited necessity for State control of handling, sale and distribution of barbiturates, made unlawful (1) delivery except by pharmacists on prescription of a physician or by physicians in the course of their practice; required the container in both cases to be labeled as prescribed; (2) refilling of any prescription unless authorized in the prescription; and (3) the possession by any person unless obtained on prescription. Pharmacists were required to keep such prescriptions on file for five years from date of last filling and to make records available for copying or checking to persons designated by the North Carolina Board of Pharmacy, which was to administer the provisions of the bill. Preparations containing barbiturates mixed with other drugs so that the normal hypnotic effect is not produced or rendered unfit for internal use and intended for use as a gargle or other external application were not affected by the Act. Punishment for violation of the Act was to be a fine of not more than \$500 or imprisonment for not more than a year, or both, and after one conviction a fine

of not more than \$1,000 or imprisonment for not more than two years, or both. And it would have repealed the old hypnotic law now on the statute books, which has long been out of date. This measure, sponsored by the Association, was given a favorable report after a hearing by the Health Committee, and passed the House on its three readings without opposition. In the Senate, however, it met with objection and was opposed in Committees by the two physician members of the Senate, Drs. Peterson and Perry, on the ground that the measure was too stringent, placed too much power in the hands of the Board, and that it was a duplication, more or less, of House Bill 602, which had already been passed and which will be discussed next; the result being that this bill was reported unfavorably by the Senate Committee on Public Health.

Third, another measure submitted related to Unfair Trade Practices:

HOUSE BILL 741, introduced by Crissman of Guilford and others, and referred to Judiciary 1, "An Act to Prohibit Unfair Competition and Discrimination among Wholesale and Retail Merchants, to Promote Stabilization of Farm Products, and to Prevent the Selling of Merchandise Below Cost for Purposes of Eliminating, Destroying or Injuring Competitors and Thereby Fostering Monopoly," failed of passage on its third reading in the House by one vote, after having been cleared through committee with several amendments attached and having passed its second reading by a substantial majority. This measure had the support of several retail trade organizations as well as many jobbers and wholesalers, and was not opposed in the open, if at all, by the larger retailers and chain groups. The fight resolved itself between two obvious schools of thought among the legislators themselves. Incidentally, during the debate the Fair Trade Act came in for its share of criticism as protective and unreasonable legislation.

Fourth. Still two other measures undertook to lower the standards prescribed for pharmacists:

HOUSE BILL 684, introduced by Crissman of Guilford and referred to Committee on Health, "An Act to Amend the General Statutes 90-64 (Pharmacy Law) so as to

Provide for the Issuance of a License to Practice Pharmacy to persons who Have Been Licensed in Another State and Have Worked in or Operated a Drug Store and Worked under the Supervision of a Licensed North Carolina Pharmacist for Twenty-Five Years." Provision was made that license shall be issued to such persons without examination within 30 days after ratification of the bill. This measure was designed to take care of a friend of the introducer, but its effect would have been to open the gates to dozens of persons who could have qualified under the Act and become registered pharmacists without complying with the established standards prescribed by the general law. After a public hearing, the bill was reported unfavorably by the Health Committee.

HOUSE BILL 614, introduced by Rep. Cooper of New Hanover, and referred to Health Committee, "To Require the State Board of Pharmacy to Issue to Jack Roby Craig, of New Hanover County, a License to Practice Pharmacy," such license to be issued without examination or compliance with other provisions of General Statutes 90-60, which provides prerequisites and qualifications for applicants to become pharmacists. This bill likewise was reported unfavorably by the Health Committee.

Fifth. Two local bills also dealt with the sale of Bay Rum:

HOUSE BILL 168, introduced by Representative Powell of Rockingham, "An Act to Prohibit the Sale of Bay Rum for Beverage Purposes in Rockingham County," made the sale of bay rum in that county a misdemeanor punishable by a fine or imprisonment, or both, in the discretion of the court. The Committee on Proposition and Grievances gave its O.K. to the bill and it was enacted into law. Of course, we all know that the sale of bay rum or any other alcoholic preparation for beverage purposes is and has been illegal since the passage of the Turlington Act more than twenty-five years ago.

HOUSE BILL 696, introduced by Rep. Blue of Moore, "An Act to Regulate the Sale of Bay Rum in Moore County," makes it a misdemeanor to sell, offer for sale or

cause delivery of bay rum in that county, except when the sale is made (1) to a drug store supervised by a licensed pharmacist or assistant pharmacist; (2) pursuant to prescription of a licensed physician; or (3) to a licensed barber for barbering uses in his shop and not for re-sale. This bill likewise was enacted into law.

Sixth, and lastly, we come to tax proposals:

HOUSE BILL 278, introduced by Taylor of Caswell, and referred to the Finance Committee, "An Act to Amend Chapter 134 of the Revenue Act as the same relates to the taxation of bottlers and distributors of soft drinks to provide additional revenue for the State which may be used in School Plant Construction," after a lengthy hearing received an unfavorable report by the Finance Committee. It added to the cited section a new sub-section levying a sales tax on bottles or containers of soft drinks as follows: 1c per 5c bottle; 2c per 6c through 10c bottle; 3c per 11c through 15c bottle; 4c per 16c through 20c bottle; and 5c for bottles over 21c. The tax was levied on manufacturers or bottlers of soft drinks manufactured or bottled within the State, and if the manufacturer, bottler, or distributor was outside the State, the retailer was made liable for the tax.

Though ambiguously drawn, the bill was so worded as to be construed to cover soft drinks sold at soda fountains as well as in bottles. To make sure, however, that soda fountain drinks would be taxed under the bill, a clarifying amendment had been prepared and was ready to be submitted in the event the proposal was given a favorable report. At least two other bills taxing all soft drinks were caused to be drafted, and we were threatened with their introduction until the closing days of the Legislature. In view of the Governor's strongly recommending such a tax and his continued efforts to get certain legislators to introduce a soft drink tax bill, it is somewhat difficult to understand why this legislation was not prosecuted more vigorously, unless it is presumed that its supporters found that our many friends stood adamant against any such discriminatory proposals, and that this Legisla-

ture, at least, would not single out any particular group and place upon it an unreasonable and uncalled-for tax.

From the above summary of legislative proposals, it will be seen that no legislation was enacted by the 1949 General Assembly adversely affecting either pharmacy or the retail drug business.

With respect to the Legislature itself, the total accomplishments of the men who stayed long through the time when their compensation had ceased, by no means stacks up badly. If they did not "Go Forward" as far as the Governor would have liked, they at least took some action in the major fields which he outlined. And, in one thing, the 1949 session has no close rival: that is—it appropriated more money by far than any of its predecessors.

The Institute of Government sums up the Appropriations in this way:

"The appropriations to finance the State's business for the biennium 1949-51 total over \$427 million. Of this \$402 million goes for usual state services while \$25 million goes to local units as a grant-in-aid for school building construction, a new field. In separate measures, over \$73 million was appropriated for permanent improvements at State institutions and agencies and over \$15 million to supplement State employees' pay during the current year. Issuance of \$7½ million of bonds was authorized to aid in development of the ports of North Carolina. The actual expenditures authorized by this General Assembly total over \$522 million. Submitted to the voters for approval are bond issues of \$200 million for secondary roads and \$25 million for additional State aid to local school building programs. If the bond issues are passed, this General Assembly will have appropriated or set in motion the machinery authorizing the expenditure of nearly 3/4 billion dollars.

"As to salary increases for the next biennium, an amount equal to 20% of the basic salary appropriation for 1947-49 was made available to the Director of Personnel and the governing bodies of agencies and institutions to be used for adjustments and increases in pay for individual State employees. Public school teachers get a 28%

raise and a bonus for each year of the biennium based on available surplus revenues. State employees other than school teachers will get merit salary increases in the year 1950-51 from \$1½ million appropriated for that purpose.

"A deficit of about \$6 million is embodied in the Appropriation Bill, for estimated revenues of \$381 million, \$31 million from the Post War Reserve Fund, and an anticipated surplus of \$10 million on June 30, 1949, fall that much short of meeting the authorized expenditures of over \$427 million but hope was expressed that this deficit would be more than met by savings on the construction costs of permanent improvements."

Who Said There Is Nothing New under the Sun?

By J. LOUIS COBB, Waynesville

The caddy boy from the country club came in with a verbal order for one package of Poloris pads . . . for the feet.

"There must be a mistake here; maybe he said Zino pads . . ." I said.

"No! I'm positive he said Poloris for he spelled it out . . . said they came in packages of 5's for 29c, and he wants them for his corns on his feet."

"Suppose we call him . . .?" "O.K., let's do, then we'll be 100% correct; we'll know for sure . . ."

It turns out the caddy is right. Seems the customer, a golfer, wets the pads and straps them to his corns prior to a match.

"Best thing I know of for an aching corn," says he.

Deferred Payment

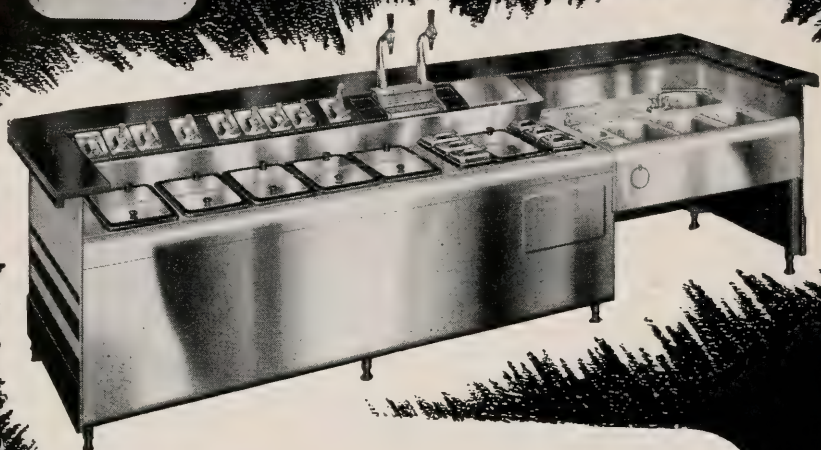
The minister arose to address his congregation: "There is a certain man among us today who is flirting with another man's wife. Unless he puts five dollars in the collection plate his name will be read from the pulpit."

When the collection plate came in there were nineteen five dollar bills and a two dollar bill with this note attached: Other three dollars on pay day.

QUALITY — BEAUTY — PERFORMANCE



Stanley Knight



Fountain and Luncheonette Equipment

Beautiful, streamlined design plus efficient operation of the Stanley Knight fountain can build bigger profits for you. The many outstanding features, available only in this ultra-smart stainless steel fountain, were developed to enable you to *serve more customers, faster and easier.*

Exclusive New 34" Working Height
Exclusive Sanitary Sink Section
Exclusive 5" Floor Clearance
Improved Instantaneous Dry Water Cooler
100% Dry Refrigeration
All Steel Welded Construction

Design and Planning Service
Write us for free catalog!

DISTRIBUTORS

BERRYHILL-WARD SALES COMPANY

524 E. TRADE ST. ∴ CHARLOTTE, N. C. ∴ PHONE 8945

[Suttle's Drug Store Completes Remodeling Program

A corner of Suttle's Drug Store, Shelby, is shown below. Pictured in the firm's open prescription department, which has just been installed as a part of an extensive remodeling program, are C. M. Dennis, pharmacist, and Clayton Stalknaker, at the phone.

This progressive drug store, one of the cleanest and most modern in the State, is owned and managed by Julius A. Suttle, a graduate of the School of Pharmacy, University of North Carolina, Class of 1898, and his son, J. A. Suttle, Jr.

Directly across from the prescription department is located another department which Suttle's features—the baby department. As evidence of Suttle's interest in merchandising baby products, two complete sections of wall shelving plus a Johnson & Johnson display case are used in this department.

The store advertises heavily, both in local newspapers and on the radio.



"IT'S FAMOUS

because

IT'S GOOD"



BIGGEST ADV. CAMPAIGN IN HISTORY

for ITCH-BURN of ATHLETE'S FOOT



RINGWORM INSECT
BITES, POISON OAK

*Sells!
Repeats*

\$ 2.80
DOZEN
2 BONUS

AT YOUR WHOLESALERS
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ADVERTISED

OWEN DRUG COMPANY

SALISBURY, NORTH CAROLINA



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Repeats


FOOT
POWDER

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Formula
really
does
the
work!

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Owen Drug Company Congratulates

W. H. KING

DRUG COMPANY

on the occasion of its

50th
ANNIVERSARY

Founded in 1899 by William Henry King, the W. H. King Drug Company is this year celebrating fifty years of progress and service.

SALESMEN

R. L. Alphin	W. R. Boyle
J. R. Brockwell	A. F. Cannady
J. A. Early	O. G. Duke
Douglas Finch	R. W. Hunter
R. H. Mitchell	Frank Peacock

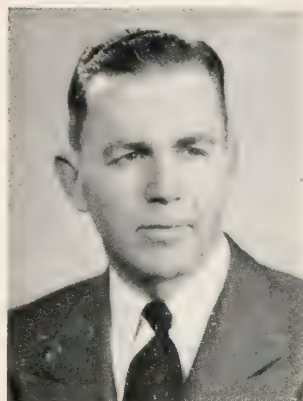
James R. Trotter
Fred J. Williams, Sr.
Fred J. Williams, Jr.

Space does not permit the listing of the small army of co-workers who make up the efficient, service-conscious W. H. King organization. Every member of this fine company strives constantly to live up to the slogan—

“THE HOUSE OF FRIENDLY AND
DEPENDABLE SERVICE”



B. F. PAGE
President



H. C. STARLING
Treasurer



EARLE JONES
Vice-President



Convention Snapshots

In our first picture (No. 1) we show a typical convention scene. This one snapped on the first afternoon of the convention, just as guests begin to arrive, shows Mr. W. L. Johnson (Parke, Davis & Company) of Baltimore about to greet John C. Graham of Red Springs. Mr. R. T. Sanner of Baltimore, Gilbert C. Hartis of Winston-Salem, and J. W. Bennick of Charlotte are others in the group. Note the prominent "welcome" sign erected over the elevator doors of The Washington Duke by the Durham Drug Club.

At the opening session James R. Casteel, of Durham, the local Convention Secretary (shown at the speaker's table) introduced Bascom Baynes, President of the Durham Chamber of Commerce, who, in turn, welcomed the convention to Durham. Others seated at the speaker's table include, left to right: Mrs. Ralph P. Rogers, Mr. Baynes, Mrs. M. L. Jacobs, T.M.A. President C. E. Davis, Rev. Robert E. Brown, and N. C. P. A. President T. J. Ham, Jr. in the rear.

Officers of the N. C. P. A. (No. 3) pose for their official photographs at the conclusion of the 69th Convention. They are left to right: W. J. Smith, Chapel Hill, secretary-treasurer; J. C. Jackson, Lumberton, president; T. J. Ham, Jr., Yanceyville, immediate past president; (standing) W. B. Gurley, Windsor, third vice-president; J. Paul Gamble, Monroe, second vice-president; and W. R. McDonald, Jr., Hickory, first vice-president.

Here's the newly elected officers and board of directors of The Traveling Men's Auxiliary (No. 4). They are, seated left to right: J. Floyd Goodrich, Durham, secretary-treasurer; Miss Hattie Leigh Dudley, Durham, assistant secretary-treasurer; W. W. Morton, Durham, president; and Gilbert C. Hartis, Winston-Salem, vice-president. Standing, left to right: M. G. Morris, Greensboro; Joe Wear, Charlotte; F. F. Potter, Charlotte; J. M. Darlington, Winston-Salem; and C. E. Davis, Kershaw, South Carolina, all members of the board of directors.

Officers of the Woman's Auxiliary are pictured (No. 5). They are, seated, left to right: Mrs. T. J. Ham, Jr., Yanceyville, second vice-president; Mrs. W. A. Ward, Swannanoa, president; Mrs. Stephen Forrest, Greensboro, first vice-president; and Mrs. H. C. Starling, Raleigh, advisor. Standing, left to right: Mrs. D. L. Jordan, Raleigh, historian; Mrs. M. L. Jacobs, Chapel Hill, advisor; and Mrs. C. E. Page, Jr., Henderson, parliamentarian.

In picture No. 6 the old and the new officers assemble together. Seated, left to right, they are: Mrs. Ralph P. Rogers, Durham, Mrs. J. Paul Gamble, Monroe; Mrs. J. T. Usher, Greensboro; Mrs. Ward and Mrs. Starling. Standing, left to right: Mrs. Jordan, Mrs. Jacobs, Mrs. Ham, Mrs. Forrest, Mrs. Page and Mrs. W. R. Adams of Carolina Beach.

A bit of nonsense (No. 7) on the lighter side. W. R. McDonald, Jr., of Hickory, is shown presenting to John C. Hood of Kinston a "bedroom suit" which he had just won. Prior to the drawing, many of the convention delegates were under the impression the "bedroom suit" referred to furniture, but as the picture indicates, they were mistaken. As a consolation prize, Mr. Hood was presented an electric coffee percolator.

President Ham is shown (No. 8) congratulating Mrs. M. L. Jacobs on the fine job she did as president of The Woman's Auxiliary. Membership of the Auxiliary, at the conclusion of Mrs. Jacobs' term of office, totaled almost 500 members, which makes it the largest organization of its type in the country.

Dr. Wingate M. Johnson, of Winston-Salem, editor of the *Journal of the Medical Society of North Carolina*, is here (No. 9) shown as he discussed "Government medicine—Its Social, Economic and Political Implications." The convention later went on record as opposing government control of medicine.

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(REDI-WET Rubbers)

REG. U.S. PATENT OFFICE



10 Karat



Outshines all others ~ ~ ~ for VOLUME For PROFIT

Hygienically lubricated ~ ~ ORIGINAL ~ ~ ~ EXCLUSIVE...

in big demand ~ ~ ~ sold by Druggists ONLY

3's \$1.00

Dozen \$3.00

Dean RUBBER MFG. CO.

North Kansas City, Mo.

Fined for Operating Drug Store Without License

In an action brought by the N. C. Board of Pharmacy, Hugh Henderson, of Ellerbe, N. C., was found guilty on three counts: (a) of conducting and managing a drug store without license; (b) of dispensing drugs and chemicals for the compounding of physician's prescriptions without license, and (c) for practicing pharmacy without a license.

On the first count the defendant was fined \$25.00 and the cost of the court; on the second count, cost of the court; and on the third count, cost of the court and a fine of \$25.00.

The case originated following an investigation by Thomas H. May, inspector for the Board of Pharmacy.

Licensing Tax

In a recent "digest of opinions," Attorney General Harry McMullan ruled:

"A drug store which sells sandwiches and canned soups for consumption on the premises should secure a state license for the operation of a restaurant; however, a

drug store which has paid the state fountain tax may sell bottled carbonated drinks without paying the additional bottled drinks license tax."

"How!"

To stress the evils of soil erosion, a farm mag published pictures of a dilapidated house and a washed-away field and invited its readers to "tell your own story of the 2 photos." An Oklahoman Indian won over 2,604 contestants with the following:

"Both pictures show white man crazy. Make big tepee, plow hill. Water wash. Wind blow soil, grass all gone. Squaw gone, papoose, too. No chuck-away. No pig, no corn, no hay, no cow, no pony. Indian no plow land. Keep grass, Buffalo eat. Indian eat buffalo, hide make tepee, moccasins too. Indian no make terrace. No build dam. No give damn. All time eat. No hunt job. No hitchhike. No ask relief. No shoot pig. Great Spirit make grass. Indian no waste anything. Indian no work. White man heap crazy."—*American Eagle*, hm, American Box Corp'n.

BONUS DEALS

Effective Until Further Notice

TINA-CIDE

35c Size—(List \$2.40)

1 Dozen—1 1/2 dozen BONUS from Wholesaler

3 Dozen—1 1/4 dozen BONUS from Wholesaler

* Plus—1 1/4 dozen BONUS, Direct

*Direct Bonus sent upon receipt of wholesale invoice

COMBINATION PACKAGE

EDWARDS FOOT POWDER & TINA-CIDE

1 Dozen—
1 1/2 dozen
BONUS from
Wholesaler



69c Size—
(List \$4.80)

How could Mom
forget? DELSEY
is soft - like
Kleenex Tissues!



A famous
Kleenex
product

\$10.80 per case in 6 case assortment

\$10.50 per case in 25 case assortment



JUSTICE DRUG COMPANY
GREENSBORO, N. C.

DEPENDABLE SERVICE SINCE 1898

*T. M. REG. U. S. PAT. OFF.

TAR HEEL DIGEST

Leaksville—Glenn Dallas of the Carolina Pharmacy has been named treasurer of the Tri-City Merchants Association.

Wilson—At a recent organizational meeting of The Medical Foundation in Chapel Hill, Paul B. Bissette was elected a member of the Executive Committee. The Foundation will concern itself with the medical and dental schools at the University.

Greensboro — Condemnation proceedings have been instituted by The Food and Drug Administration against 498 bottles of "Geo-Mineral," a preparation shipped to Greensboro from Atlanta. The Government Agency charges adulteration and that the product consisted of a "filthy substance and a decomposed substance," which resulted in mold.

Lynchburg, Va.—W. A. (Bill) Hays, formerly of Mann's Drug Store, Reidsville, recently accepted a position with Craighill and Jones Drug Store of this city.

Windsor—A prescription, originally filled June 2, 1913, was recently presented to W. B. Gurley of The Windsor Pharmacy for refilling. It was a preparation for granulated eye lids.

Greensboro—J. L. Howerton, veteran pharmacist of this city, is assisting W. B. (Bill) Evans at the White Oak Drug Company, a business which Bill purchased in the early spring.

High Point—E. P. Crawford sends in an interesting order received by him at the McLarty Drug Company, where he is employed. The strangely worded order read: "Sillderoil Pills, 10 # menmon." Santal Oil, 10 minims, was what the customer wanted.

Williamston—The latest addition to the staff of Clark's Pharmacy is Mr. Roy G. Nevling, of Washington, D. C. Mr. Nevling attended school in Ohio and is a former manager of a suburban drug store in Washington, D. C.

Fremont—Jesse Stewart, local pharmacist, was program chairman of a recent meeting of the Fremont Rotary Club. Films supplied by the Public Relations Committee of the N. C. P. A. were shown.

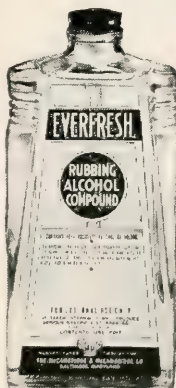
Wilmington—W. C. (Bill) Brantley, of Raleigh, has accepted a position with the Standard Pharmacy. W. T. Glass, Jr., Lawrence Britt, and Mr. Brantley now compose the prescription staff of this pharmacy.

Greensboro—Rufus and Wayne Russell have added another pharmacist to the Elm Street Pharmacy . . . Jack Ranzenhofer, formerly of Dees Drug Store, Burgaw. Jack is a native of New York State, a graduate of the School of Pharmacy, U. N. C., and served overseas during the war.

Charlotte—A. E. Galloway, formerly in business for himself in High Point, is now with the Plaza Hills Pharmacy of Charlotte, a new pharmacy opened in that city in May.



EVERFRESH RUBBING ALCOHOL COMPOUND



Outstanding Professional Quality and Package

A Profit Meeting Your Professional Standards

For the long run—
A BRAND WELL WORTH PREFERRING

The McCAMBRIDGE AND McCAMBRIDGE CO.

Baltimore 23, Md.



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MOCKSVILLE



H. G. PRICE
RALEIGH



J. L. MATTHEWS
ROCKY MOUNT



H. M. DEAL
LENOIR



A. H. WILLIAMS
OXFORD



PAUL C. HOOD
DUNN



E. S. SWINDELL
DURHAM



E. V. WOODARD
SELMA



L. M. SENTER
CARRBORO



P. L. SENTER
CARRBORO



E. L. WEBB
THOMASVILLE



EARL H. TATE
LENOIR



A. L. MCLEAN
RALEIGH



C. O. HUNTLEY
LENOIR



W. P. RIPLEY
DURHAM



L. F. PARRISH
ROCKY MOUNT

Personalities No. 5

STACY BUCKNER HALL Mocksville

Born Cumberland County, Dec. 14, 1899; a graduate of the School of Pharmacy, U. N. C., and a licensed pharmacist, 1925; formerly employed by the I. W. Rose Drug Company, Rocky Mount, and Vinson's Drug Store, Goldsboro; now operates the Hall Drug Company of Mocksville; a member of the N. C. P. A. and the Mocksville Rotary Club; holds membership in the A. F. & A. M.—O. E. S., and serves the Town of Mocksville as a member of the Board of Commissioners; a Baptist and has one son, Robert B., also a graduate of the U. N. C. School of Pharmacy.

HUBERT GRAHAM PRICE Raleigh

Born Hollis, N. C., Nov. 24, 1911; educational training includes two years of pre-med work, two years of medicine, and pharmacy work at the School of Pharmacy, U. N. C., from which institution he graduated in 1938; licensed as pharmacist in 1938; prior to his present position as chief pharmacist, Rex Hospital, Raleigh, he worked for the Dennis Drug Company, Shelby; a member of N. C. P. A., A. Ph. A., the Raleigh Exchange Club and Kappa Psi; a member of the Baptist Church.

JOHN LEE MATTHEWS Rocky Mount

Born May 4, 1905; at one time was an employee of the Standard Drug Company, Rocky Mount; in August, 1935, purchased the T. C. McCall Drug Company, of Rocky Mount, and changed name to Matthews Drug Company, a business he operates today in partnership with Bryan H. Whitford; affiliated with the N. C. P. A. as an associate member in 1935.

HARLAND MURLEE DEAL Lenoir

Born Mooresville, Nov. 19, 1901; graduated from the School of Pharmacy, U. N. C., in 1925 and licensed as pharmacist same year; formerly an employee of Linn-Edwards Drug Company, Landis, and Blake's Drug Store, Charlotte; now part owner and manager of McNairy's Drug Store, Lenoir; is a member of the N. C. P. A., N. A. R. D., Lenoir Kiwanis Club (President, 1945), Knights of Pythias, Royal Arch Mason, Shriner, past President of the Lenoir Merchants Association and the Lenoir Chamber of Commerce; now President of N. C. P. A. District 2; a member of the Evangelical and Reformed Church; is very fond of football and baseball, but is especially interested in exploring this great nation of ours; has visited 39 states and says "will not be satisfied until I have seen them all."

ARCHIBALD HUNTER A. WILLIAMS Oxford

Born Oxford, Nov. 29, 1885; attended Horner Military School and the School of Pharmacy, U. N. C.; licensed as pharmacist in 1910 and has been associated with Hall's Drug Store, The Lyon Drug Company, and the Williams Drug Company, all of Oxford; now operates Williams Home Drugs in Oxford and does some relief work for his

friends; is a member of the N. C. P. A. and the Kiwanis Club of Oxford, of which he is a past president; he is a director of the Union National Bank and the Building & Loan Association, both of Oxford; fraternal affiliations include the Masons, Odd Fellows and Shriner; chairman of the Granville County Board of Commissioners, and a Deacon in the Presbyterian Church.

PAUL CUNNINGHAM HOOD Dunn

Born Dunn, Dec. 20, 1892; attended Page's School of Pharmacy and licensed as pharmacist in 1913; has been employed by Hood & Grantham, of Oxford, and J. E. Hood & Company, of Kinston; now operates Hoods Drug Store, Dunn, with assistance of Mrs. Hood and son, Edward; is a member of N. C. P. A., N. A. R. D. and the Chihuahua Club of America; fraternal affiliations include Masonic Order and W. O. W.; a member of the Methodist Church; main hobby is breeding chihuahuas—"the biggest dog in the world in the smallest skin."

EDMUND S. SWINDELL Durham

Born Swan Quarter, June 8, 1886; licensed as pharmacist in 1911 and has been employed by the Nashville Drug Company of Nashville; now operates the North Durham Drug Store; is a member of the N. C. P. A., N. A. R. D. and the Methodist Church.

ERNEST V. WOODARD Selma

Born Princeton, Dec. 31, 1885; attended public school in Johnston County, then Buies Creek Academy (now Campbell Junior College); was a member of the Class of 1910 at the Univ. of N. C.; opened first drug store in Princeton under Physician's Permit; later worked for Griffin Drug Company, Rocky Mount, and Richardson Drug Company, Selma, where he completed practical experience requirement of Board of Pharmacy; graduated from Page's School of Pharmacy, Raleigh, in 1914, and received license to practice pharmacy same year; then followed period as manager and part owner of Richardson Drug Company, Selma; later sold this interest and purchased Carolina Pharmacy, changing name at the time to E. V. Woodard, Druggist; in spring of 1941 consolidated with Creech Drug Company under name "Woodard and Creech Drug Company," which is now in operation in Selma; is a member of N. C. P. A. and the Selma Kiwanis Club (past president); taught class of boys in Sunday School (Selma Baptist Church) for several years; served as Deacon for nearly 30 years and as chairman for seven years; a member of the executive committee of the Johnston Baptist Association; member of the Selma Masonic Lodge No. 320 since 1922.

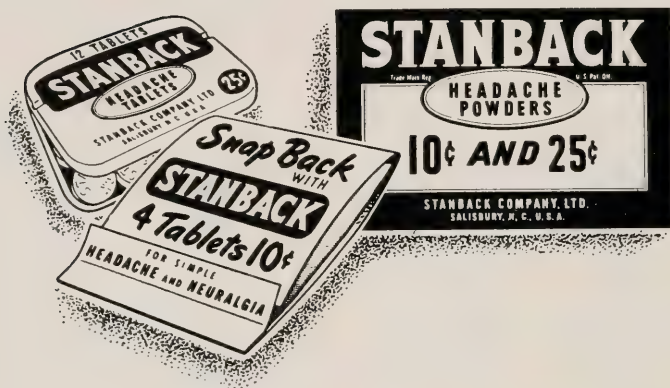
LLOYD M. SENTER Carboro

Born Raleigh, Sept. 25, 1918; a graduate of the School of Pharmacy, U. N. C. Class of 1940; licensed as pharmacist in 1940 and served as

(Continued on Page 297)

For Extra Profits!

Display - Sell:



STANBACK HEADACHE POWDERS and STANBACK HEADACHE TABLETS are fast repeaters—give you extra profits per dollar invested.

The same quick-acting formula in both STANBACK POWDERS and STANBACK TABLETS brings satisfied customers back to your store again and again.

All over America people are saying:

Snap Back with

STANBACK

PERSONALITIES

(Continued from Page 295)

Chief Pharmacist Mate in the Navy during World War 2; now actively associated with his father, P. L. Senter, in the management of Senter's Drug Store, Carrboro; a member of the N. C. P. A. and the Carrboro Lions Club, of which he served as president in 1948; a member of the Baptist Church of Carrboro.

PLENNIE LLOYD SENTER
Carrboro

Born Harnett County, Nov. 19, 1893; licensed as pharmacist in 1921; for many years operated pharmacy in Raleigh; now in business with his son, Lloyd M., in Carrboro; a member of the N. C. P. A. and N. A. R. D.; Alderman of Carrboro (1948-'49) and a member of the Baptist Church.

EUGENE LEA WEBB
Thomasville

Born Roxboro, Dec. 9, 1881; licensed as pharmacist in 1907 and has been owner-operator of the Thomasville Drug Company for 35 years; a member of the N. C. P. A. and the Thomasville Rotary Club (President, 1948-'49); a former member of the City Council of Thomasville; member of the Methodist Church.

EARL HENRY TATE
Lenoir

Born Spencer, Sept. 19, 1903; a graduate of Lenoir High School and School of Pharmacy, U. N. C., licensed as pharmacist in 1925, then followed employment with Marley's Drug Store, Ballew's Cash Pharmacy and Crawford's Drug Store, all of Lenoir; opened Tate's Drug Store in Lenoir, 1930, which was later incorporated as the Lenoir Drug Company; elected mayor of Lenoir in 1937 and has been reelected for six consecutive 2-year terms; he has held numerous appointive positions in Lenoir and Caldwell County, including member of the Lenoir-Morganton Airport Commission, the District Board of Health, Chm. of the War Fund Drive for Caldwell County, member of executive committee of the Lenoir Foundation; he is a past president of the N. C. League of Municipalities and a member of Masonic Lodge, Hibriten No. 262, Oasis Shrine Temple, Charlotte, Royal Order of Jesters, Charlotte, Knights of Pythias, Loyal Order of the Moose and the Woodmen of the World.

ALTON LEE MCLEAN, JR.
Raleigh

Born Chatham County, Nov. 20, 1918; attended the Lafayette High School, Kipling, and graduated from the U. N. C. School of Pharmacy, 1942; served in World War II as Staff Sergeant with the 209th (U.S.) General Hospital at Ft. George G. Meade, Maryland, and overseas with the 93rd (U.S.) General Hospital; licensed as pharmacist upon return to civilian life, 1945, and has been an employee of the Walgreen Company, Raleigh, since that time; member of the N. C. P. A. and the Methodist Church.

CLARENCE OSCAR HUNTLEY
Lenoir

Born Lenoir, March 7, 1899; for 22 years worked with James Gordon Ballew of Lenoir, who

has just retired as a member of the N. C. Board of Pharmacy; licensed as pharmacist in 1942, then followed employment with McNairy's Drug Store; now manager of Blackwelder Hospital Pharmacy in Lenoir; a member of the N. C. P. A. and the A. Ph. A., Masonic Blue Lodge, Jr. Warden of the Knights Templar Commandery, Oasis Shrine Temple, active in P.T.A. work, Chm. Scout Troop Commissioners and Cub Troop Commissioners; member and usher First Methodist Church.

WEBB PENDLETON RIPLEY
Durham

Born Durham, 1906; attended Durham High School and has been employed by the following Durham pharmacies: C. E. King & Sons (1919-'24), Haywood & Boone (1926-'38) and Boone Drug Company (1938 until present); a Mason (Durham Lodge No. 352); an associate member of the N. C. P. A. and a member of the Methodist Church; hobbies are fishing and hunting.

LELAND FREDERICK PARRISH
Rocky Mount

Born Smithfield, June 20, 1903; a graduate of the School of Pharmacy, U. N. C., Class of 1931; licensed as pharmacist same year; a former employee of Roy Moore's Drug Store, Wilson; Middlesex Drug Company, Middlesex; Matthews Drug Store, Wilson; Grantham Drug Store, St. Paul; and Bissette Drug Stores, Wilson; now associated with the Thompson Pharmacy of Rocky Mount as assistant manager; a member of the N. C. P. A., Phi Delta Chi, Rocky Mount Drug Club and Carolina Cotillion Club of Rocky Mount; member of the Methodist Church.



WHITE'S
Flavor-Rich
ICE CREAM

*Nutritious-
Vitamin-packed*

GOOD!

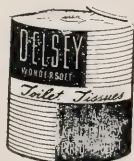
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Let Us Supply Your Needs



FIBS TAMPONS

- Kleenex
- Kotex
- Kotex Belts
- Fibs
- Quest
- Kurb
- Delsey



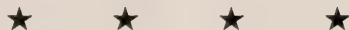
KURB PAIN TABLETS

A KOTEX
PRODUCT



**QUEST
Deodorant Powder**

For personal dainti-
ness.
2 oz.
can . .



PEABODY DRUG COMPANY

305 W. PETTIGREW STREET

DURHAM, NORTH CAROLINA

JAY H. JOHNSON

Jay H. Johnson, age 57, for many years a prominent pharmacist of North Wilkesboro, died in that city on May 14. He had been in ill health for the past year.

Mr. Johnson was born and reared in the northern part of Iredell County near Union Grove and Harmony. He attended the University of North Carolina and was licensed as a pharmacist in 1917.

In early life Mr. Johnson worked for Brame's Drug Company, North Wilkesboro. Later he went into business for himself, and at the time of his death was the owner of the North Wilkesboro Drug Company.

Surviving him are his wife; a son, J. H. Johnson, Jr.; and two daughters, one (Mrs. Preston C. Stringfield, Jr.) a licensed pharmacist.

RAY M. ADAMS

Ray M. Adams, age 59, died June 2 at the Memorial General Hospital in Kinston after a long period of ill health.

He received his training at the University of Virginia and moved to LaGrange in 1913, where he established the Adams Drug Company, a business he was operating at the time of his death.

GARLAND ALBERT FLINTON

Garland Albert Flinton, age 57, was found dead in the rear seat of his car on May 24th. Death was attributed to natural causes.

Mr. Flinton's car was found parked on the Yanceyville road about 100 yards from the Flinton home, located on the outskirts of Greensboro.

For a number of years Mr. Flinton was interested in the New White Oak Drug Company, of Greensboro, of which he was part owner. At the time of his death, he had disposed of his interest in the business.

MRS. N. B. AUSTIN

Mrs. N. B. Austin of Leaksville, mother of Pharmacist B. N. (Bob) Austin of Shelby, died May 26th following a heart attack.

HAROLD THOMAS SLOAN

Harold Thomas Sloan, age 41, Norfolk, Va., pharmacist, formerly of Asheville, died May 20 in an early morning fire which swept

the home. Mr. Sloan died of suffocation.

Mr. Sloan was a graduate of the Medical College of Virginia. Until October of 1948 he was associated with various Asheville pharmacies, including Grove Park Pharmacy and Liggett's of Asheville.

Mrs. McDonald Elected President of Mortar & Pestle Club

The last meeting of the year of the Mortar & Pestle Club of Durham-Chapel Hill, was held at the Malbourne Hotel, Durham, Tuesday, May 31.

Following a delicious luncheon a business session was held. Officers were elected and installed for the new year as follows: President, Mrs. A. H. McDonald; Vice-President, Mrs. W. H. Hartung; Secretary, Mrs. F. A. Stovall; Treasurer, Mrs. W. B. Morgan.

Motion was made for adjournment for the summer months, with plans for the coming year to be revealed at the first meeting early in the fall.

Look into this LIQUID vitamin
and mineral food supplement—

ZYRONE

ZYRONE isn't just "another vitamin pill." It is a LIQUID food supplement which supplies the minimum daily requirements of Vitamins B₁, B₂, and the Vitamin Niacin, 12 times the minimum daily need of Iron, and helpful amounts of Calcium, Phosphorus, and Manganese.

Examine the ZYRONE formula. See if it isn't one of the finest of its kind you have ever seen. Then remember that ZYRONE is backed by a heavy radio campaign designed to reach all classes.

Where ZYRONE has already been introduced, retailers report a high percentage of repeat sales. Stock ZYRONE with the confidence that comes in stocking any product of

—THE CHATTANOOGA MEDICINE CO.—

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To Our —
GOOD FRIENDS
IN NORTH CAROLINA

Your orders for
 Labels, Drug Boxes and
 Physicians Prescription Blanks
 are greatly appreciated.

McCourt Label Cabinet Co.
 58 BENNETT STREET
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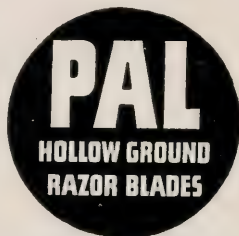
Ralph M. Crosson, Representative
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**FRONT AND
 CENTER**

Pal Hollow Ground Blades help any man keep a "good front." Because Pal whisks off whiskers double-quick, double-clean. And, kept front and center on your counter, Pal Blades rack up extra profits for you. Bring men back again and *again!*

"Pal's the Blade It Pays to Push"



**DOUBLE
 and
 SINGLE
 EDGE**

Pal Blade Co., Inc., 43 West 57th St., N.Y.C.



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The Best
 Peanut Butter
 Sandwiches
 Peanuts
 Candies
 and Other
 Bakery Products

DOINGS OF THE AUXILIARIES

Asheville Auxiliary Votes Monthly Meetings

By MRS. A. R. UPCHURCH

The Asheville Women's Auxiliary of the N. C. P. A. and T. M. A. met on Friday, May 13th at the home of Mrs. Cecil Cowan, with Mrs. Earl Houser and Mrs. Beaman Pinner as co-hostesses.

Upon arrival, members were invited into the dining room, where the table was laid with a lovely lace cloth and centered with a bowl of colorful spring flowers. A delicious ice course was served buffet style, with cookies, nuts and candies.

Following the social hour, a business meeting was conducted by the new president, Mrs. Edwin Brown.

Mrs. J. W. Harrison, secretary-treasurer, read the minutes of the March meeting, and gave the budget report.

First readings were given on two amendments to the By-Laws: first, to change the meetings to monthly in lieu of bi-monthly; and second, to include the office of corresponding secretary in the list of officers.

A motion was carried to invite the wives of druggists and traveling men in the surrounding area to join the Asheville Auxiliary.

Members voted to sponsor a Bingo game, including the donation of prizes, for one ward at Oteen hospital, with the idea in mind of making this a regular project for the year.

Mrs. W. A. Ward of Swannanoa, newly elected state president of the Woman's Auxiliary, gave a most interesting report on

the State Convention of the N. C. P. A. held at Durham.

The following committees were appointed by the president to serve for the year 1949-1950: Membership, Mrs. F. A. Powell, chairman, Mrs. L. G. Crouch, Mrs. J. W. Harrison; Ways and Means, Mrs. Lloyd Jarrett, Chairman, Mrs. C. E. Bollinger; Publicity, Mrs. A. R. Upchurch.

Mrs. L. G. Crouch will be hostess at the July meeting with Mrs. Ray Coppedge and Mrs. James Vance as co-hostesses.

Mrs. Bizzell Installed as President of Charlotte Auxiliary

By MRS. D. L. SMITH,
Corresponding Secretary

The Charlotte Woman's Druggist Auxiliary held its last meeting of the year May 10 at 12 o'clock at Efid's dining room. Mrs. Lester C. Smith, president, presided at the business meeting and welcomed the visitors and members. Mrs. J. E. Allen gave the invocation.

Mrs. J. Lloyd Fesperman introduced the guest speaker, who was Dr. William Harrison Williams, pastor of Pritchard Memorial Baptist Church. Mrs. W. K. Gardner of the social committee gave plans for a picnic to be held at the Drug Travelers' clubhouse on the Catawba river June 14. Mrs. T. E. Whitehead gave an interesting account of the convention held in Durham. She reported that it was a grand convention and that a "good time was had by all."

Mrs. Leslie E. Barnhardt, in a most impressive manner, conducted the installation of the officers for the coming year: Mrs. H. C. Bizzell, president; Mrs. T. D. Bennett, vice-president; Mrs. Foster Thomas, secretary and treasurer; and Mrs. S. A. Beaty, corresponding secretary.

Mrs. Smith, the retiring president, was presented a silver tray by the auxiliary in appreciation of the work she has done throughout the year. Mrs. W. R. Dixon made the presentation. Door prizes were won by Mrs. E. J. Reeves, Mrs. T. D. Bennett, Mrs. Leslie Barnhardt, Mrs. Edward Jackson, and Mrs. J. G. Barnett. Thirty-six members were present.

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SCHOOL OF PHARMACY, UNIVERSITY OF NORTH CAROLINA, CLASS OF 1906-07

Class of 1906-07

This month we present two class pictures. First, the class of 1906-07 (opposite page) and the graduating class of 1907 (below).

Many of the pharmacists pictured on these two pages are in active practice today. Ralph Kibler (1) is operating the Kibler Drug Company in Morganton and was recently elected mayor of that city; Horace Lutz of Hickory, A. G. Elliott of Fuquay Springs, E. C. Adams of Gastonia and others in the list are among the State's most progressive pharmacists.

Perhaps as well known as any in the group is Charlie Andrews of Burlington (No. 7 on the opposite page and No. 4 below). For all present day disbelievers, Charlie offers these two pictures as evidence that he once had a fine head of hair.

There is some question about the identification of Nos. 21, 23 and 24 on the opposite page. If we have the individuals incorrectly identified, we hope some member of

the class will write us. Possibilities here would be S. P. Hunt, Henderson; Henry W. Vestal, Kings Mt.; Foy Roberson, Chapel Hill; H. H. Racey, Jensen, Florida; D. J. Atkins, Durham; and D. S. Chapman, Winterville.

- (1) R. E. Kibler, Morganton
- (2) A. M. Secrest, Monroe
- (3) C. H. Reed, Jr., Herndon, Va.
- (4) Prof. C. H. Herty, Chapel Hill
- (5) Prof. R. O. E. Davis, Chapel Hill
- (6) W. R. Nowell, Wendell
- (7) C. M. Andrews, Burlington
- (8) Dr. J. B. Whittington, East Bend
- (9) J. G. Abernethy, Elkin
- (10) R. R. Palmer, Warrenton
- (11) A. G. Elliott, Fuquay Springs
- (12) H. C. Lutz, Hickory
- (13) C. R. Palmer, Salisbury
- (14) Dr. Raymond Apgar, Allentown, Pa.
- (15) R. M. McArthur, Winston-Salem
- (16) Earl Morrow, Gastonia
- (17) E. C. Adams, Gastonia
- (18) H. L. Pope, Lumberton
- (19) H. A. Griffin, Rocky Mount
- (20) I. I. Davis, Jr., Morganton
- (21) C. R. Bivens, Wingate (?)
- (22) C. C. Shell, Lenoir
- (23) C. L. Ross, Ayden (?)
- (24) Alonzo R. Richardson, Wendell (?)
- (25) A. C. Pickard, Chapel Hill
- (26) J. Linwood Robinson, Belmont



GRADUATING CLASS, 1907. (1) R. R. Palmer, Warrenton; (2) D. J. Atkins, Durham; (3) C. H. Reed, Jr., Herndon, Va.; (4) C. M. Andrews, Burlington; (5) D. S. Chapman, Winterville; (6) A. M. Secrest, Monroe; and (7) R. E. Kibler, Morganton. S. P. Hunt of Enfield, now of Henderson, was absent when the picture was made.

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Howell Hall Happenings

JOHN C. HOOD, JR., *Reporter*

Pharmacy Weekend was a complete success to those who participated. It started Friday, May 13th. Being the Thirteenth didn't seem to dampen anyone's spirits. A fine time was had by all. Our thanks to Bob Hall and his committee for planning and serving the delicious ham menu. Five dollar gift certificates were won by five students from Sloan Drug and the Varsity. Dean Jacobs selected the recipients by calling numbers at random. Each pharmacy student's name was numbered on a list held by Bob Hall.

The softball eliminations that afternoon found the Pill Rollers to be champion of the school. Several close contests were played during the afternoon.

Saturday afternoon the tea dance was held in the beautifully decorated (thanks to Floyd Jones and committee) Pine Room. Bill Knauff and his orchestra lived up to expectations. The Sigma Chi Sextet gave a half hour show at intermission and proved to be the highlight of the afternoon. Refreshments of lime ice and ginger ale and cookies were served during the entire afternoon. Mr. and Mrs. John Lowder arranged for the refreshments and Mr. and Mrs. Don Schakle served.

Saturday night brought the formal dance which was held in Woollen Gym. Music was furnished again by Bill Knauff and his sixteen piece orchestra. The gym was decorated attractively. The figure took place immediately after intermission.

Chaperones for the dance were Dean and Mrs. Jacobs, Dr. Hartung, and Dean Katherine Carmichael.

"The School of Pharmacy Student Body Award (established in 1948) is given annually by the student body of the School of Pharmacy to the member of the graduating class who has demonstrated the highest qualities of character, deportment, scholarship, participation in extra-curricular activities, and promise of future distinction in the profession." (The above is copied from the school catalogue. It is somewhat difficult for your reporter to write about this

award impersonally, as it was presented to him on May 10.)

The luncheon for the fourth year students and their guests was held June 6th. Approximately two hundred and fifty attended. The faculty composed a reception line and the graduates with their guests were well received.

The entire student body has had an enjoyable and profitable year with scholastic difficulties not too great, plenty of activities, and finally good companionship throughout the school.

Congratulations to Teamie West new School of Pharmacy president, Arthur Brothers, vice-president, and Doris Sauls secretary-treasurer. We hope they have a most successful year in 1949-50.

Retiring School of Pharmacy officers are John Hood, president, Harry Wilson, vice-president, and Bill Jordan of Raleigh, secretary-treasurer.

STUDENT BRANCH N. C. P. A.

BILL FORREST, *Reporter*

The Student Branch of the N. C. P. A. sponsored a picnic for all undergraduate students, graduate students, faculty, and guests at Hogans' Lake April 9. Everyone met at the lake about four p.m. and played softball, pitched horseshoes, or just chatted with each other until the food was served. The menu was barbecue, pickles, cornbread, potato chips, and soft drinks. After this, camp fires were started and everyone joined in singing favorite songs.

The last meeting of the successful year was held May 10. The film, "Now for Tomorrow," was shown at the beginning of the meeting. Following this, the Pharmacy Senate was presented the \$25.00 award by W. J. Smith for the N. C. P. A. for presenting the best student program. Jean Snyder was presented the Kappa Epsilon award by Doris Sauls for the Kappa Epsilon sorority. John Hood received the Student Body Award which was presented to him by Ben Cooper.

The officers for the coming year are John Woodard, president; Bill Morton, vice-presi-



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dent; Jim Bennick, secretary; C. C. Turner, treasurer.

PHARMACY SENATE

Symbolic of another splendid year was the winning of N. C. P. A.'s Annual Award for the best program presented to the School of Pharmacy by the Senate. This is the second successive year that the honor has gone to the Pharmacy Senate. The presentation was made at the last meeting of the Student Branch of N. C. P. A.

The last meeting of the Senate brought into membership John Woodard, Earl Williams, and John Lowder. An additional talk on the "Bacillus Calmette-Guerin" was presented by Jarvis Alligood, followed by an "impromptu" speech by Moss Salley for having missed one too many meetings.

Election of new officers for the coming year was held, with the following being elected to office: President, Floyd Jones, Jr., Morehead City; Secretary-Treasurer: Ben Cooper, Warsaw; Reporter: Oscar Mills, Leaksville; Recorder: Jarvis Alligood, Washington, and Parliamentarian: Bob Scharff, Asheville.

Retiring officers are Henry Dale Smith, president; Bob Wilson, secretary-treasurer; Jean Snyder, recorder; Floyd Jones, reporter; Gregory Howe, parliamentarian.

RHO CHI

PEGGY SIMMONS, *Reporter*

The last Rho Chi meeting of the year was held Thursday night, May 19th, at the Inn. At this time the delegates to the American Pharmaceutical Association convention, Kelly Turner, Bob Scharff, and Wayne Mitchell, reported on the convention meetings.

The officers for next year elected were Henry Dale Smith, president; Bob Wilson, vice-president; and Bob Woody, secretary-treasurer.

Rho Chi has enjoyed a most successful year under the leadership of Russell Young, president; John Hood, vice-president; and William Moorefield Puckett, secretary-treasurer. During the year two speakers were brought to the campus under its sponsorship. Dr. George A. Valley, senior research bacteriologist with Bristol Laboratories spoke on "Antibiotics, Past, Present, and

Future." Dr. Glenn L. Jenkins, president of A. Ph. A., and dean of the Purdue School of Pharmacy discussed "Trends and Outlook in the Profession of Pharmacy."

The annual award for the highest scholastic average in the freshman class last year was presented to William Cash.

KAPPA EPSILON

DORIS SAULS, *Reporter*

The month of May brought many activities for the girls of Kappa Epsilon. Early in the month Carolyn Burgiss of Broadway was pledged.

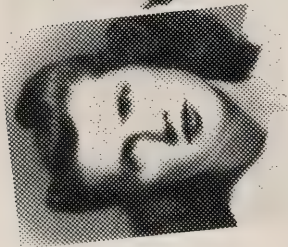
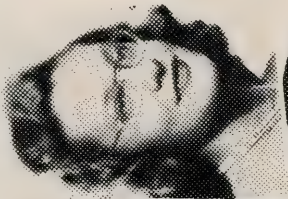
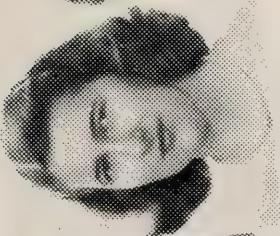
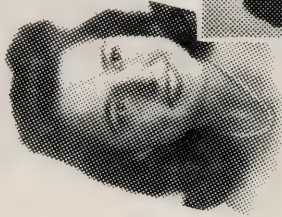
At Convention time the girls joined in the activities. Jean Snyder was moderator at a fashion show-luncheon sponsored by Southern Dairies. Sarah Pegram, Betty Sparks, Margaret Booth, Barbara Bess and Doris Sauls modeled clothes provided by Ellis-Stone of Durham.

Sarah Pegram of Apex and Allene Warren of Dunn left May 5 for Philadelphia as delegates from our chapter to the National Convention, for which we were joint hostesses with the Philadelphia girls. They were royally entertained and participated in interesting sight-seeing tours, one through the School of Pharmacy there.

On May 10, Awards Night, Jean Snyder of Hagerstown, Md., was presented the Kappa Epsilon award to the outstanding senior girl of the June graduating class, based on service, leadership, scholarship, and character. This is the second annual award. Last year's recipient was Lynn Blanchard.

Miss Snyder has been made a member of the Order of the Old Well, a new campus-wide society, honoring those outstanding in leadership, service, and scholarship based on a point system.

The next weekend was Pharmacy Weekend. Our Founders' Day Luncheon at the Carolina Inn on May 14th brought quite a few alumnae back. Among those present were Mrs. Earl Hosner (formerly Lucille Earl), of Durham; Margaret Fox of Chapel Hill, Doris Gilliam, of Winston-Salem; Mrs. W. E. Brewer (formerly Marsha Hood) of Kinston; and Doris Hawkins and Ernestine Lynch, both of Chapel Hill. The newly elected officers were installed. They are as follows: Sarah Pegram, president; Doris Sauls, vice-president; Betty Sparks, secre-



tary-treasurer; and Allene Warren, pledge-mistress. Retiring officers are Jean Snyder, president; Virginia Callahan, vice-president; Jane Caudill, secretary-treasurer; Peggy Simmons, pledgemistress; and Doris Sauls, historian.

Starting with only four girls in September, our roll now reads eight active members and two pledges. On Graduation Day, June 6th, we regretfully say farewell to Jean Snyder, Peggy Simmons, Jane Caudill, and Virginia Callahan, but wish them much success.

PHARMACY GIRLS' ASSOCIATION

DORIS SAULS, *Reporter*

This month the Pharmacy Girls' Association elected officers for the 1949-'50 year. They are as follows: Sarah Pegram of Apex, president; Frances Parsons of Winston-Salem, vice-president; and Carolyn Burgess of Broadway, secretary-treasurer. Retiring officers are Doris Sauls, president, and Nell Evans, vice-president.

KAPPA PSI

DICK KNIGHT, *Reporter*

Since the last report published in the JOURNAL concerning students and members of Kappa Psi, much has taken place to occupy the time of all concerned. We started off with a Cabin Party on April 30th honor-

ing the newly initiated members.

State Convention on May 3, 4, and 5 saw all the members taking an active part in the convention affairs as time would permit. On the 4th, after the convention moved to Chapel Hill, Kappa Psi entertained the graduate members and visiting Alumni with refreshments at the House with special music being furnished by Dr. Semeniuk and his bass fiddle.

Pharmacy Weekend found everybody in a rush. The picnic at Hogans' Lake was followed by Open House for the entire School of Pharmacy, seems a good time was had by all. Saturday afternoon after the tea dance, a buffet dinner was served to Kappa Psi members and invited guests, being followed by the formal dance at Woollen Gym.

Of special interest to the present members of "Pharmacy Wives, Inc." Larry McAllister and John Wilkie have been told that two can live as cheaply as one therefore are planning to make the fatal step, both on June 18th, Larry in New York and John in Durham. The best of luck to the newly-weds and hope the brides can be persuaded to join with the "Up and Coming Wives Organization."

Congratulations to John Hood for being presented the School of Pharmacy Student

(Continued on Page 310)

ANNUAL PHARMACY WEEK-END SPONSORS

Pictured on the opposite page are the sponsors for the Annual Pharmacy Week-End held recently in Chapel Hill by students of the School of Pharmacy, University of North Carolina, and their guests.

Top row, left to right: Mrs. John C. Hood, Jr., Chapel Hill, with John Hood, president School of Pharmacy; Mrs. William G. Forrest, Chapel Hill, with Bill Forrest, president Student Branch N. C. P. A.; Faith Sparks, Statesville, with Hal B. Hawkins, president Fourth Year Class; Jean Brown, Greensboro, with A. S. Parrish, president Third Year Class; Doris Wright, Shelby, with Gene Allen, representing Second Year Class.

Second row, left to right: Fran Parsons of Winston-Salem, representing First Year

Class with Cary Guy; Jean Nyder, of Hagerstown, Md., president of Kappa Epsilon with Ernie Hicks, Charlotte.

Third row, left to right: Mrs. W. M. Puckett, Chapel Hill, with "Moe" Puckett, representing Rho Chi; Betty Wood, Columbia, S. C., with Henry Dale Smith, president Pharmacy Senate; Mrs. Harold Sauls, Raleigh, president Pharmacy Girls Association, with Harold Sauls; Grace Parker, Rocky Mount, with Ernest Rabil, president Kappa Psi; Betty Long, Salisbury, with Steve Pappas, representing Phi Delta Chi.

Other sponsors not pictured were Helen Merrimon, Asheville, with Harry Wilson, vice-president School of Pharmacy, and Peggy Kimrey, Chapel Hill, with J. K. Turner, Jr., Honor Council Representative.

Body Award. Kappa Psi is indeed proud of Brother Hood.

Graduation time is approaching and after that, many faces familiar to us for the past four years will be leaving. James Boyle, Zack Finger, Claude Wheeler, Bruce Williams, Ben Collins, Wayne Mitchell, Bill Jordan, Harry Wilson, Russell Young, Davis Overton, James Bowers, Rudy Pittman, John Hood, Hal Hawkins, and Tommie Collier are among the graduating seniors who are members of Kappa Psi. We wish them the best of luck in their chosen profession and hope that they will be as much of a success when they are out on their own as we feel they have been here in the School of Pharmacy and as active members of Kappa Psi.

PHI DELTA CHI

SAM CAVANAUGH, *Reporter*

Phi Delta Chi elected chapter officers for the coming school year May 16th. Waits A. West, Roseboro, was elected president, R. Eugene Allen, Shelby, vice-president, Wilbur S. Ward, Swannanoa, secretary, R. Truman Hudson, treasurer, William C. Griffin, Rose Hill, master-at-arms, Oscar W. Mills, Leaks-ville, prelate, A. S. Parrish, Four Oaks, Inner Guard.

Harry C. Stone, Lumberton, was initiated into the chapter May 23, 1949. Brother Stone brings the active membership to thirty-eight.

Rand P. Hollenback, Grand-secretary-treasurer visited the chapter last month and he was very well pleased with the way the chapter has grown and has conducted its business the past school year.

Saturday evening, May 28th, the chapter gave a party in honor of its graduating seniors. This year we have one of the largest graduating classes the chapter has ever had. Those graduating are as follows: H. Oneil Benson, Robbins, Samuel M. Cavanaugh, Wallace, William G. Forrest, Winter-ville, Lacy E. Gilbert, Parkton, Robert B. Hall, Mocksville, Clifford E. Hemingway, Andrews, S. C., Edgar D. Hoyle, Cooleemee, William W. Jordan, Raleigh, Steve A. Pappas, Charlotte, John M. Rancke, Lumberton, Daniel E. Rhodes, Morganton, Harold C. Ricks, Garland, Henry G. Thomas, Sanford, and J. Kelly Turner, Jr., Speed.

We are all sorry to see these Brothers leave the chapter, but we wish them all the luck in the world and hope that they as well as all other alumni of Phi Delta Chi will visit with us as often as they possibly can.

GRADUATE STUDENTS

W. W. TAYLOR, *Reporter*

Seminars were continued during the past month with the following discussions being led by the specified students:

"Rutin" by Leon Gordon; "Anti-Tubercu-lants" by Bill Sheffield; "Chan-sh'an" (Chinese Drug) by Yen-tsai Change; "Radio Active Biological Trace Elements" by W. W. Taylor; "Paludrin" by E. S. Powell; "Antabuse" by Doris Hawkins; and a thesis review "Measurement of Astrin-gent Action of Aluminum Compounds" by Al Jowdy.

Congratulations to Al Jowdy, who is the only candidate for an advance degree in pharmacy this June.

Two High Point Drug Stores Hit by Safe Crackers

Professional safe crackers made a sweep through High Point on June 6th, robbing two drug stores and a grocery store of more than \$5,000 in cash and a large quantity of narcotics.

Approximately \$2,500 in cash and checks and narcotics valued at \$1,500 were taken from the Mann Drug Store. The front door of the establishment was forced and the combination to the safe knocked off with a heavy hammer.

The Greene Drug Company, located near-by, was entered in the same manner. A small narcotics cabinet was pried open and the contents, valued at \$1,000, taken.

Hit the same night was the Big Bear Grocery. A 700-pound safe was rolled to the rear of the store and carted off. The safe contained \$180 in cash.

Local police officers are of the opinion that all three jobs were pulled by a "gang." Since repeat performances are expected, a state wide alarm has been sent out.

FAMILY DOCTOR

(Continued from Page 269)

it, he will most likely end up with one less name on his list—the patient having switched to some less finicky M.D. who has learned that in a social welfare state it doesn't pay to buck the weight of economic pressure.

“The Minister of Health, a short time ago, broadcast an appeal to hospitals to take whatever corrective steps they could to eliminate the current practice of malingering in hospitals. Civic leaders also are worried about the overuse of the health service and what that overuse is costing. They have suggested that the only way to curb it may be to impose a small charge on the patient before certain services are rendered. This device had to be resorted to in Germany during the operation of the state medical scheme there.

“The National Health Service is, of course, only part of the country's much broader social security system. The latter provides disability benefits, family allowances, unemployment aid, old-age pensions, and a host of other things. British doctors, by the way, are to get their pensions at age 65. Their average age at death, I'm told, is 52.

“The family doctor does not have to join the National Health Service. But since 93 per cent of the public is signed up to receive the new service, there is little private practice left to support the conscientious objector.

“About 18,000 of Britain's 21,000 G. P.'s have been participating in the National Health Service since it started last July. The Minister of Health planned it that way by means of a very neat device: The new law prohibited the doctor his traditional right to sell his practice. But it promised to pay him for his practice, upon retirement or death, if he fulfilled one important requirement: He had to agree to participate in the new scheme on the day it took effect, July 5, 1948.

“It was this one little provision that blackjacked most doctors into the service and that enabled Aneurin Bevan to get the scheme going.

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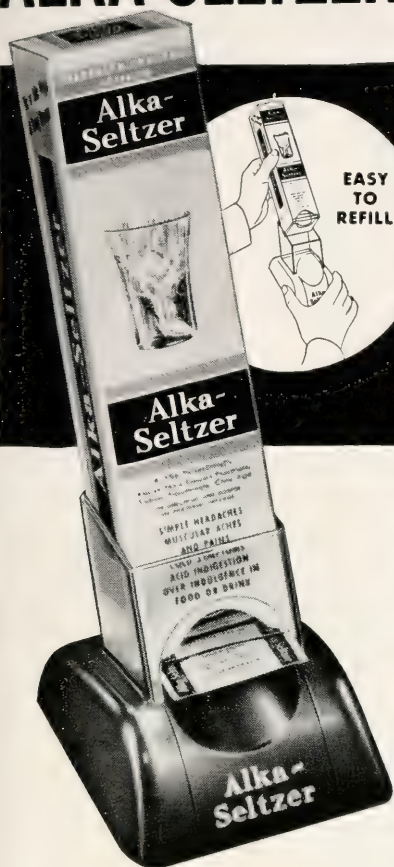
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The Carolina **JOURNAL OF PHARMACY**

Published Monthly by the North Carolina Pharmaceutical
Association at Chapel Hill, N. C.



Wallace Patterson, Chapel Hill photographer, catches the beauty of Magnolia blossoms in his lens. These flowers grow profusely in The Coker Arboretum located at the rear of Howell Hall of Pharmacy.

July, 1949

IN THIS ISSUE

- **Class of '49 Graduates**
- **Forty Pharmacists Licensed by Board**
- **President's Advisory Committee Meets**
- **Do's and Don't's on Selling Personal**

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when drastic purges are proscribed, **SIBLIN** is prescribed.

When the physician prescribes **SIBLIN** for chronic constipation, he is utilizing a pleasant, safe and effective method of treatment that does not depend on drastic purges for its action. **SIBLIN** contains a granular, hydrophilic substance derived from *Plantago*, which absorbs large quantities of water in the intestinal tract and mixes intimately with food residues to form a soft, bulky mass of gelatinous consistency. Thiamine hydrochloride (Vitamin B₁), also present in **SIBLIN** to the extent of 150 international units in each heaping teaspoonful, aids in improving the tone of the intestinal musculature and in enhancing peristaltic function. **SIBLIN** is smooth and gentle in action, without cramping, griping, or other unpleasant effects—and physicians are prescribing it with increasing frequency.

Available in ¼-pound and 1-pound packages.



PARKE, DAVIS & CO. DETROIT 32, MICHIGAN

Failures of Retail Drug Store— 1934 thru 1948

In 1934 there were 640 failures of retail drug stores in this country. Liabilities that year averaged \$10,760.94 per store.

Ten years later—1944—the number of failures had dropped to 26 with average liabilities per store of \$10,115.38.

In 1945 there were 12 failures of retail drug stores in the nation; then the following year a low point was reached with only 11 failures, with average liabilities per store of \$4,454.44.

Since 1946 there has been a steady increase in the number of retail drug stores failing. In 1947, the number was 28; last year there were 50 failures averaging an all time high of \$18,080.00 per store.

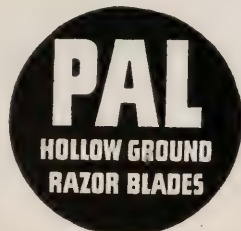
Principal reasons for failure are said to be: (1) Excessive inventories, (2) Rising operating costs, (3) Lack of experience, and (4) Under financed from the start of business.



**AN OUNCE OF
DISPLAY IS
WORTH A
POUND . . .**

Druggists tell us it takes just a small display to sell a lot of Pal Hollow Ground Blades. Once a man sees Pal, he's sold on it. And once he uses Pal, and gets an all-around better shave, it's Pal for keeps. So keep Pal displayed for profit.

"Pal's the Blade It Pays to Push"



**DOUBLE
and
SINGLE
EDGE**

Pal Blade Co., Inc., 43 W. 57th St., N.Y. 19

Dispensing Class Pledges to Foundation

In appreciation of the untiring efforts of Dr. E. A. Brecht, a member of the faculty of the School of Pharmacy, University of North Carolina, twenty-five members of the Dispensing Class of 1948-49 have made pledges to contribute various sums of money to the N. C. Pharmaceutical Research Foundation, Inc., on or before January 1, 1950.

This is a most worthy gesture on the part of the students and is an indication of the respect and high regard the students hold for Dr. Brecht. In supporting the Research Foundation, the students reached one of the projects in which Dr. Brecht has taken a great deal of interest.

We commend the action taken by the students and hope others not yet supporters of the Foundation will this year contribute to the fine program the Foundation now has underway.

*Pine State Ice Cream
is uniformly
nutritious - a high
quality Ice Cream
at all seasons
of the year —
North Carolinians
ask for it!*

RALEIGH, NORTH CAROLINA

ever-increasing

The use of antihistaminics is rapidly increasing as more and more clinical indications for them are discovered. This means that more and more

TRIMETON will be used.

TRIMETON*

(brand of propenpyridamine)

Chemically:

TRIMETON is different from other antihistaminics.

Clinically:

it is effective in smaller doses than those of many other antihistaminics.

TRIMETON is consequently recognized as a superior preparation for the many conditions in which antihistaminic therapy is of proved value.

For the pharmacist the increased demand for TRIMETON is reflected in mounting prescription volume. Stocks are now ample for filling your orders.

DOSAGE: One-half to one 25 mg. TRIMETON Tablet three times daily.

PACKAGING:
TRIMETON, 1-phenyl-1-(2-pyridyl)-3-dimethylaminopropane, is available in 25 mg. tablets, scored, in bottles of 100 and 1000.

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Rx

Rx
Trimeton
100 tablets
Sig: 1 tablet t.i.d.
for Run m.o.



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CORPORATION

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Asheville Club "Sees" Fair Trade in Action

Reported by JOE T. RUSSELL

A Fair Trade skit entitled "Mr. Maldroit and Fair Trade" was the featured part of the June program of The Asheville Drug Club. The skit was directed by Albert Chandley and was most interesting and instructive.

A discussion of Fair Trade followed, with W. A. Ward acting as discussion leader. Members of the Club were pleased to learn of the re-enactment of a new Fair Trade Act in Florida.

Two movies, "Toward Better Pharmacy," courtesy of Owens-Illinois Glass Company, and "Poultry Diseases," courtesy of Lederle Labs., concluded the meeting. In addition to Chairman Chandley, J. E. Boswell (Upjohn), Sandy Graham (Mullens Pharmacy) and Dave Blau (Clark's Gums) assisted in making the get-together a highly educational one.

Thirty-four members and four visitors were present. One of the visitors was J. Louis Cobb, of Waynesville, well known artist-pharmacist.

Human Relations

"You can buy a man's time; you can buy a man's physical presence in a given place; you can even buy measured production per hour per day, but you cannot buy enthusiasm, you cannot buy initiative, you cannot buy loyalty, you cannot buy devotion. These are the things that you have to earn."—Clarence Francis.

Progress in Scientific Medication

William Best, 37-year-old negro, was recently arrested in Louisburg for practicing medicine without a license. He was charged with treating asthma by having his patients blow into water. Other parts of the treatment involved burying a cooked egg near the home of the patient and "burning nine shoes in a barrel."

At the time of his arrest, Best was carrying a bottle labelled "Magic Powder." His fees varied from \$200 to \$500.

To Our — GOOD FRIENDS IN NORTH CAROLINA

Your orders for
Labels, Drug Boxes and
Physicians Prescription Blanks
are greatly appreciated.

McCourt Label Cabinet Co.
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Wholesale Druggists
Importers & Jobbers
Druggists' Sundries & Fancy Goods

We solicit your orders
Our experience of over 70 years
insures our ability to serve you
satisfactorily

AN OLD SOUTHERN CUSTOM...



More Popular Than Ever!



FROM THE LOVERS of yesterday the lovers of today have inherited the Old Southern Custom of giving Nunnally's. And they are using Nunnally's Box Bountiful more and more as a symbol of affection. Why not give that lovely lady a thrill with a box of Nunnally's today?



GIVE
Nunnally's
THE CANDY OF THE SOUTH

Daniels on European Tour

Mr. and Mrs. E. C. Daniel of Zebulon (Zebulon Drug Company) left New York on June 9th for a six weeks' visit to England, France, Switzerland and other European countries.

The Daniels first visited England, where their son, E. C., Jr., is a correspondent for *The New York Times*. The tour of the European continent was by motor, with E. C., Jr. acting as guide and chauffeur.

The Daniels plan to return the latter part of July. We anticipate with pleasure hearing details of the trip from these two fine people, who, for the first time in their lives, have taken a lengthy ocean trip and are visiting lands far removed from their native home of Zebulon.

Goodwill Builder

The story comes to us from Tom Ham of Yanceyville, immediate past president of the N. C. Pharmaceutical Association.

One day he (Mr. Ham) and a local phy-

sician were standing on the street, talking about the weather and other sundry matters. At this point one of the more expensive products of Detroit's automotive assembly plants came to a halt at the curb and out stepped a Yankee, complete with top hat and Creme de Melo cigar.

The Yankee inquired, "What do you natives do for a living around here?"

Pausing for an instant, Tom's friend replied, "Mostly we live off the hot air of transients." Which, as we hear it, took the fire right out of the gentleman's Creme de Melo.

Salley Edits Paper

The *Sword & Shield*, a well written and professionally illustrated paper sponsored by one of the fraternities on the campus of the University of North Carolina, is edited by Moss Salley, Jr., of Asheville. Salley, the son of a pharmacist, is a third-year student in the UNC School of Pharmacy, and expects to receive his pharmacy degree next year.

★ *For Better Service* ★

Robert R. Bellamy & Son

Wholesale Druggists

Wilmington, N. C.

Professor Rose Honored by Students

At the conclusion of the Spring Quarter at the University of North Carolina, members of Professor Ira W. Rose's dispensing class presented him with an inscribed mortar and pestle, a pharmacist's auto emblem, and a jar of honey. The Class appreciated Professor Rose's efforts to assist them in turning out prescriptions "according to the art" and used this means to express their high regard for him as a teacher.

The inscribed mortar and pestle carried Professor Rose's name and the wording "for showing us a way." Earl Caldwell, of Lumberton, made the presentation.

Miss Mary Elizabeth Lockwood, representing the young women of the Class, presented the honey.

This well deserved honor, which came to Professor Rose as a complete surprise, is an indication of the respect the students have for this pharmacist, who has served his profession honorably and well.

Greensboro Drug Circle—Auxiliary Picnic Well Attended

The members of the Drug Circle and Auxiliary, and their families, enjoyed themselves at the annual picnic in the beautiful setting of the Guilford Dairy Club House, June 24. Nat W. Williams ably served as master of ceremonies. The Greensboro Shrine Oriental Band rendered fine music and singing. Some swam in the lake, others pitched horse shoes. Those that did not care for exercise lolled around and chatted with friends. The food was excellent and great quantities of lemonade were consumed. Frank S. Goodrum, president of the Drug Circle, was indeed kept busy serving the lemonade. The net profit of the picnic was given to the Greensboro Shrine Club for the benefit of crippled children. The picnic will leave a pleasant memory in the minds of all those present.



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P. O. Box 688

Chapel Hill, N. C.

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Ralph M. Crosson

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For effectiveness and convenience, select

LIQUID EXTRACT OF
LIVER WITH IRON

"Valentine"

a suitable aqueous crude liver extract containing many desirable fractions and all B-Complex factors native to liver, with an assimilable form of iron. Supplied in 8 fl. oz. bottles.

Valentine Co.

RICHMOND, VA.

Since 1871

ATTENTION PHARMACISTS: The advertisement above is appearing in national and sectional medical journals. Check your stock. Be sure your supply of Liquid Extract of Liver with Iron "Valentine" is adequate.

Information gladly supplied

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*Now you can see it in our show room
the new model Rx 1 Torsion Balance*

Proudly Modern

Designed to give you more efficient prescription weighing.

Bureau of Standards Rating A
Capacity120 Grams (4 Ozs.)
Sensitiveness.....1/32 Grain (2 Mg.)

Also a complete supply of other prescription or laboratory items such as graduates, beakers, test tubes, mortars and pestles.



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1000 E. Cary Street Richmond, Va.

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The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT CHAPEL HILL, N. C.

W. J. SMITH, MANAGING EDITOR

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Vol. XXX

JULY, 1949

No. 7

It's Against The Law

One easy way to repeal our Fair Trade Act is to sit by and unconcernedly permit employees to tell customers, "I can't sell this item cheaper, it's against the law."

These are sweet words to groups who seek to destroy Fair Trade, as such an answer convinces the customer the law is unfair to consumers and ought to be taken off the books forthwith.

The opponents of Fair Trade are well organized and strongly financed. Their canned editorials have been appearing in papers all over the country; their repeal bills have flooded the country, but none of their slyly worded propaganda is as effective as your own clerk in your own pharmacy telling your customers, "I can't sell this item cheaper, it's against the law."

Since most of us take Fair Trade for granted and have done little or nothing to educate our postwar employees on the basic reason for the existence of the legislation, we cannot expect these same employees to give an intelligent answer to the question, "What is this Fair Trade Law all about?" Our future economic security is directly tied up with the problem of how best to educate our employees so that they, in turn, may do an effective job in presenting Fair Trade to the public.

As a partial solution to the problem, we suggest you read, and have all your employees read, the bulletin entitled "Why Have Fair Trade Laws," as published by

the N. C. Pharmaceutical Association and distributed to every licensed pharmacy in the State on July 12. If you missed the bulletin, go back to the latest Fair Trade envelope and you'll find your copy. If it is not among your unopened mail, request an additional copy. We'll be glad to send it.

The bulletin is not the complete answer to our problem of clerk education, but it will be of help if studied and the information put into use. Your employees, who see and talk to your customers most often, are in an enviable position when it comes to discussing Fair Trade. See that they are well informed on the subject—you'll profit in the end.

To supplement your employee's discussion of Fair Trade, it would be well to obtain a supply of the booklet, "Fair Trade or Phony Bargains" from the National Association of Retail Druggists for distribution to your customers. The booklet is illustrated, does a good job of presenting Fair Trade, and ought to be on the counters of every pharmacy in this country. The cost is negligible—3¢ a copy.

In considering Fair Trade and its future, remember that any law passed by a law making body can be repealed by it. Don't be a party to the repeal of our Fair Trade Act by saying, or permitting your employees to say, "I can't sell this item cheaper, it's against the law." Learn what to say, and say it.

Senter Heads Lions

Lloyd M. Senter was recently elected president of the Carrboro Lions Club. He is a graduate of the UNC School of Pharmacy, served in World War 2 as a Chief Pharmacist Mate in the Navy, and now assists his father, P. L. Senter, in the operation of Senter's Drug Store.

Martin Attends Power Conference

Prominently featured on the front page of the *Raleigh News and Observer*, issue of June 23, was a group picture of the State's two Senators (Graham and Hoey) and a number of civic and business leaders of Roanoke Rapids. Seated in the center of the group was Alfred N. Martin, proprietor of the Rosemary Drug Company and president of the Roanoke Rapids Citizens Association. The discussion centered around a proposal to build a new hydroelectric dam at Roanoke Rapids.

Pharmacist Dedicates Hospital

W. Prentice O'Neal, pharmacist-mayor of Belhaven, realized a dream of long standing when he dedicated the opening of the Pungo Health District Hospital on July 4th.

As chairman of the Hospital Fund Drive, Pharmacist O'Neal initiated interest in the project and kept it alive over a period of years. The hospital, which cost \$124,000, was the first projected community hospital in America to win State and Federal approval under the Hill-Burton federal aid plan.

The hospital was designed by Marion A. Ham, well known architect of Durham.

Dr. Clark Elected Dean

The newly elected Dean of the School of Pharmacy, University of Oklahoma, located at Norman, Oklahoma, is Dr. Ralph W. Clark. Dean Clark will be remembered by pharmacists of this State as a former teacher at the School of Pharmacy, Chapel Hill,

where he did some work in the late Thirties.

Since that time he has been associated with Merck & Company and Macy's of New York, and more recently with the School of Pharmacy at the University of Kansas.

Emergency Loan Grant Requested

The State Medical Care Commission has asked Governor Scott to allocate money from the state's contingency and emergency fund so that it can enlarge its program of granting loans to pharmacy, medical and dental students as well as to young women studying nursing.

Loans have been approved for 15 students; applications are pending from 11 other students. Applicants must agree to practice in a rural area for a stipulated number of years in order to qualify for loans.

Interesting Notes

A customer walked into Eubanks Drug Company, Chapel Hill, and handed Mr. Clyde Eubanks a note, which contained three words—"Instant Petroleum Zine."

Unable to decipher the order, Mr. Eubanks called on his son, Paul, and one of his pharmacists, Rupert Jernigan, both of whom correctly determined what was wanted: Pro-tamine Zine Insulin.

Which reminds us that a clerk working in Etheridge's Drug Store, Washington, had no difficulty in supplying a bottle of "18 Medicine," which means "666" to most of us.

Lawhorn to Manage Walgreen's of Raleigh

E. S. Lawhorn has been named manager of Walgreen's Drug Store, Raleigh. He has been with the Walgreen Company for 15 years, and prior to his coming to Raleigh, was manager of the Walgreen store in Columbia, South Carolina.

Mr. Lawhorn succeeds A. G. McCartney, who has been promoted to manager of a new Walgreen store in Atlanta, Georgia.

Film Program on Selling

Johnson & Johnson's new sound movie, "Sell—As Customers Like It," was shown in Chapel Hill, June 22, to a group of pharmacists and clerks from Durham plus several faculty members of the School of Pharmacy and summer school students.

Phifer Fullenwider, Jr., of Raleigh, the local J. & J. representative, brought the film to Chapel Hill and made a short talk prior to the film's screening.

The film emphasized six principles in selling: (1) Treat customers as eye-minded buyers; (2) Treat customers as brand-conscious buyers; (3) Ask questions that reveal the whole story; (4) Give customers product information along with the product; (5) Help customers save money; and (6) Make customers feel welcome.

Two other films—"For Us the Living" and "Toward Better Pharmacy"—were dropped from the program due to a mixup in show dates.

Speaks to Junior College Group

More than 100 students of Gardner-Webb Junior College, located near Shelby, turned out to hear a talk on "Pharmacy as a Career." The speaker was Wade A. Gilliam, of Winston-Salem, the newly elected president of the N. C. Board of Pharmacy and a member of the NCPA Speakers Bureau.

Following the talk an open forum was held. As an indication of the heightened interest in pharmacy, Mr. Gilliam remained with the group more than an hour answering questions. The most frequent question, Mr. Gilliam stated, was "how soon can we enroll in the School of Pharmacy?"

Does Relief Work from Mountains to Seashore

George W. Smith, the Chapel Hill pharmacist who has been doing relief work over the State, tells us that he expects to cover the State during the next six weeks.

As this is written in late June, he is in West Jefferson at Graybeal's Drug Store. Then follows a week at the Main Street Drug Company, Salisbury, so the owner, Mr. L. B. Joiner, can take a short vacation.

From Salisbury Mr. Smith goes to Watson's Pharmacy of Southport, which probably means that Pharmacist R. M. Willis will be visiting the Shelby area in late July.

After two weeks at Southport, Mr. Smith says he will probably be in Ramseur at the Ramseur Pharmacy, where he has worked before.

Mr. Smith formerly operated a drug store in Nebraska. After his daughter married one of the University professors, he sold his drug store, moved to Chapel Hill, and is now a full-fledged Tar Heel.

Perfume Factory to Open in State

Roger and Gallet, French-American perfumers, will soon start manufacturing perfume fragrances at Penderlea. The company has purchased eight acres in Pender County, with buildings formerly occupied by the Dresdale Knitting Manufacturing Company.

No announcement has been made as to the type of perfumes to be produced in this State by Roger and Gallet.

Dean Jacobs on Sick List

Dr. M. L. Jacobs, Dean of the UNC School of Pharmacy, after being a patient at Duke Hospital for one month, returned home July 11.

For the balance of the summer he will be at his residence in Westwood. He expects to resume his duties at the School in early Fall.

In the absence of Dean Jacobs, Dr. E. A. Brecht has been appointed Acting-Dean of The School of Pharmacy.

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Our convenient Southern location and competent shop technicians eliminate useless waiting and decrease repair costs.

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Richmond, Va.



GRADUATING CLASS, SCHOOL OF PHARMACY, UNIVERSITY OF NORTH CAROLINA, JUNE 6, 1949

Record-Breaking Class of 4-Year Graduates Receives B.S. Degrees

Sixty-five young men and women, the largest class of 4-year graduates to receive degrees (B.S. in Pharmacy) from the University of North Carolina since the School of Pharmacy was founded, said farewell to their alma mater on June 6th. In impressive ceremonies lasting three days (June 4, 5 and 6) the graduates, their parents and friends, were feted by the University, and handed their sheepskins.

Of all the commencement events, the most memorable was the picnic sponsored by The Pharmacy School and held near the west wing of Howell Hall. To record the occasion for all time, a formal picture of the Class of 1949 (opposite page) was made.

Academically, the class is one of the best ever to graduate from the University. A high percentage of the class consistently averaged better than 95 in their studies, a record which indicates the calibre of student material now electing pharmacy as a career.

We look forward to the Class of 1949 doing big things for pharmacy in North Carolina. And as they scatter to the ends of the State, our best wishes for continued progress and prosperity is extended to the Class, both individually and collectively.

The names of the graduates and home addresses follow:

(1) Jean Snyder, Hagerstown; (2) Peggy Costner Simmons, Lincolnton; (3) Christine Tunstall, Apex; (4) Mary Elizabeth Lockwood, Brunswick; (5) Virginia Limbaugh Callahan, Asheville; (6) Jane Bradford Caudill, Greensboro; (7) Sybil Austin Skakle, Hatteras; (8) Grover Rudolph Pittman, Kenly; (9) Claud Cameron Wheeler, Wilson; (10) Benjamin Franklin Collins, Jr., Weldon; (11) Ralph Peele Rogers, Jr., Durham; (12) Harley Oneil Benson, Robbins; (13) John McMillan Raneke, Lumberton; (14) Jesse Horace Baker, Winfall; (15) David Snyder Overton, Sanford; and (16) Russell Lowell Young, Waynesville;

(17) Dannie Davis Underwood, Salemburg; (18) James William Edwards, Scot-

land Neck; (19) Harold Edward Roper, Franklin; (20) LeRoy Lanier, Jr., Wallace; (21) Clarence Elbert Johnson, Forest City; (22) Thomas Wayne Mitchell, Roseboro; (23) Robert Buckner Hall, Mocksville; (24) Clifford Ervin Hemingway, Chapel Hill; (25) Bruce Alexander Williams, Nashville; (26) William Walter Jordan, Raleigh; (27) Lacy Earl Gilbert, Parkton; (28) Winfield Scott Gardner, Macon; (29) Rex Alan Paramore, Fuquay Springs; and (30) John C. Hood, Jr., Kinston;

(31) Jimmie Claxton Bowers, Morganton; (32) Joseph Kelly Turner, Speed; (33) William Moorefield Puckett, Fuquay Springs; (34) Wesley Thomas Collier, Roanoke Rapids; (35) Harry Washington Wilson, Asheville; (36) Hal Burgess Hawkins, Statesville; (37) Thomas Aiken Pace, Hendersonville; (38) Jennings Eskridge Knight, Weldon; (39) William Gordon Forrest, Winterville; (40) Norman Wagoner Sherwood, Chapel Hill; (41) Vollie Arthur Shore, Durham; and (42) Winfred Almore King, Mt. Airy;

(43) Harold Clayton Rich, Garland; (44) Zack Lester Finger, Valdese; (45) Earl Garnes Caldwell, Lumberton; (46) Lawton Woosley London, Cherryville; (47) Sandy Davis Griffin, Marshallville; (48) Wilbur Winfield Provo, Mars Hill; (49) William Merritt Jordan, Asheville; (50) Robert McGill Ross, Bessemer City; (51) James Howard Boyles, Cherryville; (52) Ernest Ruffin Anderson, High Point; (53) James Gay Taylor.

Those not present for the picture are as follows: Samuel MacDonald Cavanaugh, Wallace; Robert Franklin Harrison, Chadbourne; Raymond Edward Heath, Newport; William McCarrell Howard, Asheville; Frank Conley Kiser, Asheville; Ralph Lloyd Knox, Charlotte; John David Lowe, High Point; James Melvin McGuire, Graham; Hughel Faxton Padgett, Forest City; Vann Vanderlyn Seerest, Monroe; Joseph Carson Southern, High Point; Steve Carter Cecil Uzzell, Black Mountain.

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Your Customers to Take Their Choice,
but take "BC"

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**10¢ and 25¢
SIZES**



★ Same famous
 formula—same fast relief.
 Two tablets equal one powder. Both
 act quickly to relieve headaches,
 the pains of neuralgia and
 minor muscular aches.
 Nationally distributed.
 Nationally advertised.

HEARD OVER 350 Radio Stations-247 Newspapers

Bill McDonald, NCPA President-Elect

William R. McDonald, Jr., of the Ninth Avenue Pharmacy, Hickory, is the president-elect of the N. C. Pharmaceutical Association. "Bill," as he is affectionately known throughout the State, will be installed at the next annual meeting of the Association.

Serving with him will be J. Paul Gamble, Monroe, first vice-president; B. R. Ward, Goldsboro, second vice-president; and W. A. Ward, Swannanoa, third vice-president. J. C. Jackson, of Lumberton, now president of the NCPA, was named to the executive committee for a three year term beginning in 1950.

As a result of the election, Robert Neal Watson of Jonesboro Heights, Sanford, will be recommended to the Governor of North Carolina for commissioning as a member of the State Board of Pharmacy for a five year term, beginning April 28, 1950. Mr. Watson was recently appointed to the Board following the resignation of James Gordon Ballew of Lenoir.

Named as directors of the N. C. Pharmaceutical Research Foundation were P. J. Suttlemyre of Hickory and Paul B. Bissette of Wilson. "P. J." is a newcomer to the Foundation, but no stranger in this State, where he has served as president of the NCPA; also a past director of the NARD executive Committee and currently treasurer of the American Druggists Fire Insurance Company. Bissette, also a past president of the NCPA, was one of the organizers of the Foundation and has served on its board of directors since its inception.

A Board of Tellers, consisting of Paul Thompson, Fairmont, who acted as chairman, T. J. Ham, Jr., Yanceyville, and John A. McNeill, Whiteville, met in Lumberton on July 8 and tabulated the votes. Voting was exceptionally heavy this year, more than 75% of the Association's membership participating in the mail ballot.

Bill McDonald, the president-elect, was born in Waxhaw, May 10, 1901. After attending the schools of that community, he entered the University of North Carolina from which institution he graduated in 1924, with the degree of Ph.G. in Pharmacy.

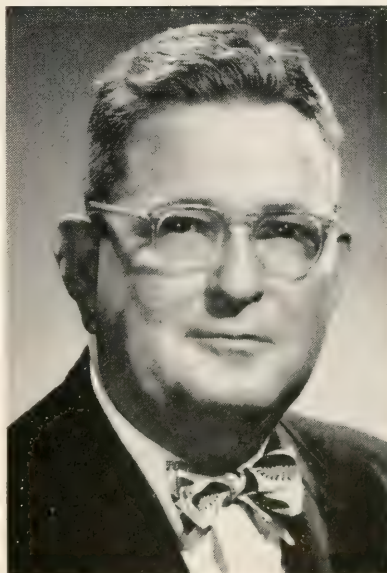
While in college he was unusually popular and served as student assistant in 1923-24.

Since 1932 he has been in partnership with Carl Wolfe in the operation of the Ninth Avenue Pharmacy, Hickory. Prior to this he was associated with various retail pharmacies in Rutherfordton, Charlotte and Lenoir. While in Rutherfordton, he headed the Rutherford County Druggists Association.

Bill is active in the civic and community life of Hickory and Catawba County. No undertaking for the betterment of his city is undertaken without calling on our new president-elect, who gives generously of his time and money.

Following service on a long list of NCPA committees over the past 20 years, Bill was elected third vice-president of the Association in 1947. Then followed elevation to the second vice-presidency and his current post as first vice-president of the NCPA.

Bill is a loyal University alumnus. He manages to get back to most of the home football games at Chapel Hill, and while in The Village, visits with the boys of Phi Delta Chi.



W. R. McDONALD, JR., Hickory

President's Advisory Committee Meets

The President's Advisory Committee, a group composed of past presidents of the Association and present officials of the NCPA, met in Chapel Hill, June 15, for a half day discussion of problems of interest to the profession at this time. Basic purpose of the meeting was to assist President Jackson in formulating his program for the coming year.

In discussing the N. C. Institute of Pharmacy, T. J. Ham, Jr., of Yanceyville, the Building Chairman, told of the difficulty of securing a suitable building site in Chapel Hill. Of the seven sites investigated so far, four were not available "at any price" and three were priced too high.

A special committee, consisting of Messrs. Jackson, Eubanks, Durham, McDuffie and Smith, was appointed to confer with officials of the University as to the possibility of securing a 99 year property lease, and to continue searching for a suitable location available on outright purchase.

The Advisory Committee agreed that no further effort should be made to secure additional Institute funds (\$32,000 on hand) until the necessary property had been purchased or leased.

Roger A. McDuffie, President of The Research Foundation, presented a report covering three phases of the Research program: (1) What the Foundation has done in the past, (2) What the Foundation is doing at present, and (3) Future activities of The Foundation.

Mr. McDuffie mentioned the expansion of the graduate study program at the School of Pharmacy, which is one of the major aims of The Foundation. The School expects a minimum of 14 graduate students this Fall, whereas the usual number, prior to 1946, was one or two a year.

Details of recently established fellowships, memorial funds, etc. were presented by the speaker. For the school year 1949-50 a budget of \$8,000 has been approved by the board of directors of The Foundation.

The Committee agreed that one of the weaknesses of Fair Trade is the inability of clerks to explain the subject to customers. As an aid towards a better understanding of Fair Trade, Secretary Smith was directed

to prepare a few brief statements for use by clerks when the subject is mentioned by a customer, or when an opportunity arises to discuss the subject.

After a discussion of "District Associations," the Committee voted to reactivate the ten sectional groups this summer and fall. Some of the members felt that it would be a good idea for the School of Pharmacy to set up a "Pharmaceutical Extension Bureau," composed of the pharmacy staff, and to use the professors as key speakers at the district meetings.

Secretary McAllister, representing the State Board of Pharmacy, suggested that a "Code of Professional Conduct" be established by the Association, and that a "Grievance Committee" be appointed to enforce the Code. The Committee approved Mr. McAllister's suggestions, hence a "Code of Professional Conduct" will be submitted at the next annual meeting of the Association.

Mr. C. C. Fordham, Jr., of Greensboro, discussed "How Aggressive Should Our Association Be in Working with Medical Groups in Opposition to Compulsory Health Insurance Plans?" The Committee voted to cooperate with medical groups when specifically asked to do so, but not to initiate any plans solely on behalf of pharmacy. To date, the adoption of a resolution opposing compulsory health insurance (this was done at the 1949 annual meeting of the NCPA) fulfills all requests in regard to "socialized medicine" coming to the NCPA from organized medical groups.

A paper "How Can We Improve Our Annual Convention?", prepared by John C. Hood of Kinston, was read by Secretary Smith. Mr. Hood recommended that the rotation plan followed by the Association in holding annual meetings in various sections of the State be continued. The Advisory group agreed with Mr. Hood in his recommendation. Lately, there has been considerable agitation to select Pinehurst as a permanent location for the annual meetings.

To the suggestion that annual meetings be shifted to the Fall, Mr. Hood recommended, and the Committee agreed, that late Spring would suit the majority of mem-

bers. Similarly, a stamp of approval was placed on the present plan of starting the annual meetings with a night session, then running for two full days. Some states, it was brought out, use four days for their annual conventions, but the Committee felt all necessary business could be transacted in a shorter period in this state.

Mr. Hood further recommended that more professional subjects be made a part of the program; to reestablish the annual banquet by adding cost of banquet (optional) to registration fee; and to seek the cooperation of all firms entertaining guests at the conventions to close their rooms during business sessions.

President Jackson stated it was his intention to limit business sessions at the next annual meeting to two hours. In the past it has been customary to run sessions for four hours, generally from 9 A.M. to 1 P.M., and from 2 P.M. to 5:30 or later.

Secretary Smith read a letter from Mr. James W. Harrison, of Asheville, in which the latter member recommended that (a) the refreshment stand be placed far enough away from the doors of the meeting room so that the noise will not interfere with the program; (b) have a brief recess for leg stretching after an extra long address or talk; (c) get assurance from the hotel management that noisy demonstrations from trash collectors or other workers will not interfere with the program; and (d) obtain some assurance from the public works department of the city relative to noise audible from the street (in Durham, President Ham had to compete with a crew of construction engineers, who broke up most of the street immediately adjacent to the convention hotel).

The Committee, after learning that Mr. and Mrs. E. F. Rimmer of Sanford had been honored by the *American Druggist* "for outstanding community service," directed Secretary Smith to write them a letter expressing the Association's interest in the well deserved honor which had been bestowed upon them. The letter appears elsewhere in this issue of THE JOURNAL.

A short meeting of the NCPA Executive Committee followed adjournment of The President's Advisory Committee. The Committee authorized Secretary Smith to set up a soft drink stand in The Pharmacy Build-

ing during the Board of Pharmacy exams and to make the drinks available without cost to all persons taking the examinations; October 1 was set as the date of the Annual NCPA Picnic (immediately prior to the Georgia-Carolina football game in Chapel Hill); and the salary of Mrs. W. J. Smith, who handles the Veterans Administration Pharmacy Service Plan, was ordered increased by \$25 a month.

In addition to President Jackson, the following members and guests were in attendance: Messrs. R. A. McDuffie, Greensboro; T. J. Ham, Jr., Yanceyville; C. C. Fordham, Jr., Greensboro; R. P. Lyon, Wadesboro; W. R. McDonald, Jr., Hickory; W. B. Gurley, Windsor; J. Paul Gamble, Monroe; P. A. Lee, Dunn; Ralph P. Rogers, Durham; and Clyde Eubanks, H. C. McAllister and W. J. Smith, all of Chapel Hill.

Several of the member's wives accompanied their husbands to Chapel Hill. These included Mesdames Ham, Gurley, Fordham, Gamble, Rogers, Jackson, and Lea. This group was joined by Mesdames H. C. McAllister, Clyde Eubanks and W. J. Smith on a tour of the Morehead Planetarium. Before leaving Chapel Hill, most of the group witnessed a showing of "Let There Be Light," the planetarium show in progress during June.

FOR SALE

Suburban drug store, established three years, located in best city in North Carolina. Nice fixtures, soda fountain and tables, good prescription business, clean stock, patents and up-to-date; pharmaceuticals; prominent corner. Nice brick building, tile floor, low rent, owner not registered. Will bear close investigation.

Carolina Journal of Pharmacy
Chapel Hill

FOR SALE

Practically new solid stainless steel sandwich bar with a refrigerating unit.

EDGEMONT PHARMACY
1114 Angier Avenue
Durham, N. C.

Send Us Your **KODAK FINISHING**

FOR

TOP QUALITY—POPULAR PRICES—RAPID SERVICE—
LIBERAL DISCOUNT

We are serving many of the finest drug stores and camera shops in the Carolinas and Virginia including:

Apothecary Shop, Elizabeth City, N. C.
Ashland Camera Shop, Ashland, Va.
B & M Drug Co., Crewe, Va.
Basarts Drug Store, Greenville, N. C.
Baxter's, New Bern, N. C.
Bells Drug Store, Greenville, N. C.
Boyd's Camera Shop, Fayetteville, N. C.
Brame Drug Store, N. Wilkesboro, N. C.
Bunch Drug Store, Goldsboro, N. C.
Butler & Carroll Drug Co., Dunn, N. C.
Bynum's Drug Store, New Bern, N. C.
Campbell Pharmacy, Hamlet, N. C.
Carolina Rexall Store, Wadesboro, N. C.
Clark's Pharmacy, Williamston, N. C.
Coleman Walgreen Agency, Jacksonville, N. C.
Connell's Drug Co., Henderson, N. C.
Culpepper Book Store, Culpepper, Va.
Dameron Drug Store, Tabor City, N. C.
Davis Pharmacy, Williamston, N. C.
Day's Drug Store, Spruce Pine, N. C.
Edwards Drug Store, Wake Forest, N. C.
Edwards Pharmacy, Ayden, N. C.
Emporia Drug Co., Emporia, Va.
Evans Pharmacy, Dillon, S. C.
Everington Drug Store, Laurinburg, N. C.
W. B. Fearing, Manteo, N. C.
Fox Drug Co. Inc., Rockingham, N. C.
Fremont Drug Co., Fremont, N. C.
Goldsboro Drug Co., Goldsboro, N. C.
Hall Drug Co., Scotland Neck, N. C.
Haney's Pharmacy, Waynesboro, Va.
Hilton Pharmacy, Hilton Village, Va.
Hobby Center, Newport News, Va.
Homes Pharmacy, Bowling Green, Va.
H. R. Horne & Sons, Fayetteville, N. C.
Howell Drug Co., Raeford, N. C.
Hughes Drug Co., Ashland, Va.
Jay Bee Drug Co., Dillon, S. C.
Johnson Drug Co., Smithfield, N. C.
Jones Drug Co., Franklin, Va.
Jones Pharmacy, White Stone, Va.

Lenoir Drug Store, Lenoir, N. C.
 Lincoln Cut Rate Drugs, Inc., Lincolnton, N. C.
 Louisa Drug Co., Louisa, Va.
 Matthews Drug Co., Roanoke Rapids, N. C.
 McIntyre Drug Co., Dillon, S. C.
 Miller's Camera Shop, Williamsburg, Va.
 Mineral Drug Store, Mineral, Va.
 Mitchener's Pharmacy, Edenton, N. C.
 Montgomery Drug Co., South Hill, Va.
 Morehead City Drug Co., Morehead City, N. C.
 Nansemond Drug Co., Suffolk, Va.
 Parker's Drug Store, Henderson, N. C.
 Pettus Garland Drug Co., South Hill, Va.
 Ragsdale Studio, Chase City, Va.
 Ramseur Pharmacy, Ramseur, N. C.
 Red Springs Drug Co., Red Springs, N. C.
 Rice's, Kilmarnock, Va.
 Ricks Drug Co., Rocky Mount, N. C.
 Ricketts Drug Store, Orange, Va.
 Ridenour Studio, Fayetteville, N. C.
 Rock Drug Co., Valdese, N. C.
 Rosemary Drug Co., Roanoke Rapids, N. C.
 Scotland Drug Co., Laurinburg, N. C.
 Louis Selig, Elizabeth City, N. C.
 Selma Drug Co., Selma, N. C.
 Souder's Pharmacy, Fayetteville, N. C.
 Spencer Drug Co., Blackstone, Va.
 E. M. Stratton, Gordonsville, Va.
 Wakelon Drug Co., Zebulon, N. C.
 Ward Drug Company, Nashville, N. C.
 Warren's Drug Store, Greenville, N. C.
 Warsaw Drug Co., Warsaw, N. C.
 Watkins Wood Drug Co., Emporia, Va.
 White's Pharmacy, Hilton Village, Va.
 Windsor Pharmacy, Windsor, N. C.
 Woolard's, Henderson, N. C.
 Zoeller Drug Co., Tarboro, N. C.

In addition we finish for 40 drug stores in Richmond.

Let us serve you, too. Samples and full information on request.

8th & Main Sts.
 P. O. Box 658
 Richmond, Virginia



IS YOUR CANDY SHOWING—
and Refrigerated too!

PANGBURN'S

"CLEAR
VIEW"
SEE &
SELL

Refrigerated
CANDY
CASE



If You Can't Be First—

**DON'T BE LAST IN YOUR CITY TO HAVE A
MODERN REFRIGERATED CANDY DEPT.**

Only WEBER'S Case, manufactured for Pangburn's has all of the following features:

- All candy refrigerated while on display.
- Self-service, open both front and back.
- Economical, Refrigeration concealed, Illuminated, lights and heat outside.
- Storage space is display space. Holds up to 250 pounds.
- Top display for mass display on special occasions . . . Height—4 feet, designed for personal contact, smallest salesperson or customer.
- Width—24" for convenient handling.
- Case (maple with double glass) finished to harmonize with other fixtures.
- All signs furnished free at Pangburn's expense.

Cost \$486, Universal unit (\$526.00 GE) FOB factory. This is Weber's actual billings to Pangburns, does not include developing and engineering expense, signs etc. All this expense is borne by Pangburn Company and exceeds \$60,000 actual cost to Pangburn's.

Write - PANGBURN COMPANY • FORT WORTH, TEX.

Drug Store or Grocery Store . . . Who Gets the Candy Business?

I. C. PARKER, *President*
Pangburn Candy Company

Modern merchandising, whether it be selling automobiles, sport shirts, or candy, is simply the "know-how" of getting a desirable product to the customer in a condition that he expects and wants it.

The best candy in the world becomes poor candy if not properly handled in retail stores so that it does not deteriorate. A very few minutes of heat can ruin the best candy made.

And although this fact is—or let's say it should be—well known to the retailer and manufacturer alike, candy sales in drug stores all these years have been hurt by lack of refrigeration.

Because almost all package candy is bought in a closed package, even a candy manufacturer sometimes is reluctant—knows that he is taking a chance—when he stops at a drug store, where there is no refrigerated candy department to pick up a package for a close friend or business associate.

It's different, though, when refrigeration prevails. Reluctance in buying candy turns into confidence. The desire for candy is always there—remains unchanged—desire that is for nice, firm, inviting candy—not improperly handled candy—but refrigerated-fresh sweets.

Perhaps too many manufacturers treat this highly important refrigerated candy case merchandising aid as strictly a retail store problem. But it is decidedly more than that. It's a problem that manufacturers must lend a hand in solving.

Manufacturers' concern comes from the fact that most package candy is sold on an agency basis. So, it's just good business practice for the manufacturer to see that the retailer he serves is properly equipped to handle his product.

It has been proved that a Refrigerated Fresh Candy Department has a great appeal to the public in buying candy. Where the purchaser must choose between his preferred

brand from a non-refrigerated candy department and "Refrigerated-Fresh" candy, he is buying refrigerated candy and passing his preferred brand. This, unquestionably, has been an important factor in doubling the candy business where refrigerated cases have been installed.

Keep him, and others who will get the habit, coming back into the store all year 'round with a prominently displayed window card, "Refrigerated Candy Sold Here."

Isn't that a whole lot better than losing candy sales by lack of refrigeration—a condition that might appear to mean that sales are being lost through lack of quality, when the truth is, that only proper refrigeration is lacking?

Now about the super grocery stores' invasion of the candy retail business. "Progressive Grocer," a leading trade journal, in a recent survey disclosed that grocery stores and super markets have taken top billing in candy sales. The managing editor of that publication, Robert W. Mueller, credits prominent eye-catching candy displays with the success the stores are enjoying. The survey showed that grocers have had a 72.3 per cent increase in candy sales during the past year, and while over-all store profit margins ranged between 14 and 16 per cent, the average candy margin stood at 26.2 per cent.

Too, it's a well known fact that survey after survey, including the Du Pont survey, proves that candy is bought on impulse, and that impulse is created by seeing the product. But the final move to purchase is the desire to taste—good candy in good condition.

Even ice cream manufacturers who have been hiding cream in metal cabinets for years are now replacing old equipment with glass-top cabinets in which flavors are displayed attractively.

Here, too, super grocery stores have climbed from a comparatively low volume of ice cream sales to the very top of the

(Continued on Page 335)

For Extra Profits!

Display - Sell:



STANBACK HEADACHE POWDERS and STANBACK HEADACHE TABLETS are fast repeaters—give you extra profits per dollar invested.

The same quick-acting formula in both STANBACK POWDERS and STANBACK TABLETS brings satisfied customers back to your store again and again.

All over America people are saying:

Snap Back with

STANBACK

CANDY

(Continued from Page 333)

field. And it was the attention-holding, full-view ice cream display cabinets that did the job for them.

We at Pangburn's were aware of the need for refrigerated candy cases even before the War struck. But when the emergency was over and critical materials freed from controls, our conception of the ideal candy case was under a considerable handicap.

With manufacturers of refrigeration units and fixtures having billions of dollars in back-orders on their books they naturally concentrated on items that would fit into their line production. In the instances of

candy cases, they were, in the main, metal boxes resembling the home refrigerator and ice cream cabinets.

Pangburn's, in the meantime, had spent a lot of money on engineering expenses in developing their "Clear-View" type of candy case and interested the Weber Showcase and Fixture Company, of Los Angeles, in manufacturing it. Weber's has enjoyed an enviable reputation in their field and has been in business more than 50 years.

The Weber-Pangburn "Clear-View" refrigerated case includes among its sixteen exclusive features these: (1) ALL Candy Refrigerated, (2) All Candy is displayed, (3) Service from front and back, (4) Illuminated, lights and heat outside, (5) Eco-

(Continued on Page 356)



VISIT LILLY PLANT—Shown above are representatives of The W. H. King Drug Company, Raleigh; Peabody Drug Company, Durham; and the King Drug Company, Florence, South Carolina. The picture was taken following a visit to the Lilly Research Laboratories, of Indianapolis, Indiana. First row, left to right: Aubrey Early, R. L. Alphin, H. C. Starling, J. R. Brockwell and Frank Peacock. Second row, left to right: Marshall Cannady, Burwell Dunn, Fred Williams, Jr., Jesse Evans, Douglas Finch and Josh Lancaster.

BIGGEST **O-N** ADV.
CAMPAIGN IN HISTORY

for ITCH-BURN of
ATHLETE'S FOOT



RINGWORM INSECT
BITES, POISON OAK

*Sells!
Repeats*

\$ 2.80
DOZEN
2 BONUS

AT YOUR WHOLESALERS

—
ADVERTISED

**OWEN DRUG
COMPANY**

SALISBURY, NORTH CAROLINA



HERE
A
SUR
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Repea

O-N
FOO
POWD

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real
doe
the
worl

\$2.80
2 Bon

—
RETA

35

In this, the fourth in a series, Owen Drug Company
pays its respects to—

Robert R. Bellamy & Son, Inc.
Wilmington **North Carolina**

Founded by Mr. Robert R. Bellamy, a registered retail druggist, in 1885. Gradually grew into a wholesale business, and in 1920 moved to present location, at which time Hargrove Bellamy assumed charge.

Constantly moving forward, Robert R. Bellamy & Son, Inc., now serves eastern North Carolina and part of South Carolina.

In 1943, a partnership was formed, which included Mr. Hargrove Bellamy and Robert R. Bellamy II, grandson of the founder. On July 1, 1948, the partnership was dissolved and the company incorporated. Present officers are:

Mr. Hargrove Bellamy, President

Mr. Robert R. Bellamy, Vice-President and Treasurer

Mr. W. W. Gayer, Vice-President and General Manager

SALESMEN

W. B. Lennon

V. L. Toms

A. B. Bethune

C. S. Williamson

J. E. Woodburn

J. W. Phillips

Space does not permit the listing of the many other people who contribute to the efficient service of this highly respected, progressive company.

YOU LIKE OUR SERVICE TO PHARMACISTS

**Here's Protection for your employees
and their families.**

Life Insurance on the franchise plan

Loss of time \$100.00 per month

Hospital \$5.00 per day (or more) for 90 days.

For every member of family

Surgeon's Fees \$10.00 to \$150.00 per operation.

For every member of family

Medical care (non surgical) hospital and home

**All this is available to your employees on the pay roll deduction plan,
on the following premium paying basis.**

- 1. The employer pays entire premium which is deductible as business expense from income taxes.**
- 2. The employer pays part of premium. That part which he pays is deductible as business expense from income taxes.**
- 3. The employee pays it all, in which event employer may not deduct from income tax.**

This is employee-employer goodwill relation.

It costs nothing to inquire. Every drug store member of the N. C. P. A. is eligible for this service.

Premiums payable monthly, quarterly, semi-annually or annually.

Write for particulars to

F. W. SARLES, State Manager

Inter-Ocean Insurance Company

222 PIEDMONT BLDG.

GREENSBORO, N. C.

AGENCY REPRESENTATIVES:

R. J. GOLDEN, MRS. J. E. FERGUSON, LUCAS ABELS

Student Photo of 1911

Leon Smith of Kannapolis, Thomas H. May of Wake Forest, and J. D. Whitehead, Jr., of Enfield, will doubtless recognize the gentleman seated at the right, although the picture was made thirty-eight years ago. In 1911 these three pharmacists and the yet to be identified elegantly dressed "student" were rooming in Chapel Hill with Captain Nesbit, who, we understand, was chief engineer on the train connecting Chapel Hill and the main Southern line.

In case you are not certain about the identification, here's a few tips: He was elected to the State Senate in 1916 and commissioned a member of the State Board of Pharmacy in 1920. He is the son of a pharmacist, is a pharmacist himself (1912) and has a daughter licensed to practice pharmacy in this State.

Now to localize our subject. He is the mayor of Bryson City, the proprietor of the Bryson City Drug Company, Vice-Chairman of the N. C. Park, Parkway and Forests Development Commission and catches more fish per man hour than any other pharmacist in North Carolina.

In case you haven't guessed the identity of our subject, it's none other than Kelly Edmond Bennett.

Mr. and Mrs. Malcolm Goodwin of Apex proudly exhibit a string of fish which they caught on a recent trip to Florida. There's no hocus pocus about the picture—the Goodwin's really pulled them in.

NEWS NOTES

Fire which broke out in an adjoining building did extensive damage to The Corner Drug Store, Franklinton, in late June. The owner is D. O. Langston.

Mrs. E. F. Rimmer, of Sanford, was recently elected Associate Grand Conductress of the Grand Chapter of North Carolina, Order of Eastern Star. At the same time Mrs. T. J. Ham, Jr., of Yanceyville, was elected an official of the state organization.

E. L. Webb, Thomasville pharmacist, was presented with a past-president's Rotary pin at the conclusion of his term of office on July 6th. Webb is a charter member of the Thomasville Rotary Club, organized in 1922.



Coach Fumble

On our left is pictured J. Louis Cobb's interpretation of Coach Bob Fumble, of Siwash College, which he sketched off while the Coach was telling the boys how his team "dropped ten games last year."

According to Coach Fumble, his boys are mighty fond of him. Around Siwash, the team affectionately refers to him as "Sweet Old Bob," but in the locker room, the boys shorten this to his initials.

Coach Fumble, who in real life is Mr. Warren Foster, of The Coca-Cola Company, is one of the best after dinner speakers ever to appear on the program of the N. C. Pharmaceutical Association. What he and his team do, and don't do, make for interesting listening.



Scott Drug Company

*Wholesale and Manufacturing
Druggists*

Charlotte, N. C.

Selling Personal Leather Goods

Some Do's and Dont's

By V. B. RUSSELL, Sales Manager, Wholesale Division, Amity Leather Products Co.

During World War II, many retail stores such as jewelry stores, luggage stores, stationery stores, gift shops, etc., could not get all of the necessary merchandise that they wanted to sell. It was very obvious that featuring personal leather goods was a very profitable program. In fact, so much money was made on personal leather goods by these retailers they have decided to stay in the business and enlarge upon their personal leather goods department. It might be more understandable to state that personal leather goods include such items as billfolds, key kaddies, tobacco pouches, leather cases, etc., but do not include luggage or ladies handbags.

A few years ago the retailer's problem was getting merchandise to sell. Today Mr. Retailer's No. 1 problem is doing a better selling job of what he already has in his store. One of the most profitable items sold through drug stores is personal leather goods. In fact, today the retail sales of personal leather goods are equivalent to toothpaste and the retail sales of razor blades. This is an astounding figure when one stops to consider how many razor blades and tubes of toothpaste are sold each year.

If the average retail druggist would concern himself with competition rather than the declining economy in this country, he would go a long way toward bettering his own picture.

It has been estimated that two or three feet in a retail store devoted to the merchandising of personal leather goods is one of the most profitable items that one can sell. This is attested by the fact that all of the competition of down town stores is now in selling this item, because there is so much money in it for the retailer.

In North Carolina the retail sales of personal leather goods is over one million dollars per year, or 30 cents per capita for every man, woman, and child living in the state. In South Carolina the annual retail sales run approximately \$466,000 or 28 cents for each individual and in the state

of Virginia, the retail sales are now over \$991,000 or 33 cents per capita.

The seriousness of down town competition should be realized by the independent retail druggist because, slowly but surely, aggressive retailers are promoting personal leather goods to the extent they are taking it away from neighborhood drug stores.

The average retailer does not realize he cannot win the attention of the consumer by having a scanty display of merchandise of this type. He must have a leather goods department featuring ladies' and men's billfolds and then keep this department well organized with some responsible person behind it so he can impress the retail customers coming into his store each day.

The Amity Leather Products Company, realizing the seriousness of having a leather goods department in the store backed up by a well-trained sales organization, has developed a retail sales course on selling leather goods which cost the company \$25,000. When a retail sales employee has thoroughly studied this course he is much more valuable to the employer because he is then in a position to know the various leathers and satisfy the customer's desires for buying better leather goods, backed up by knowledge that is so much worthwhile.

The Amity Leather Products Company of West Bend, Wisconsin, will gladly give any retailer a copy of their sales training course "How to Improve Your Selling of Personal Leather Goods" upon request.

Ladies buy 65% of all the men's billfolds sold. They buy 85% of their own billfolds and, therefore, it is necessary for a retail druggist to get the greatest volume from his leather goods display by placing it near the cosmetic department. Many of our large chain organizations have discovered this and are making special efforts to move their personal leather goods departments to this section of the stores during the coming year.

Personal leather goods are no longer lim-

(Continued on Page 343)

ALERT MERCHANDISERS WILL GO FOR THIS WECO

Oral Hygiene Merchandiser

**It will produce more profit per square inch
of space than any other display unit!**



NOT A SALE CAN ESCAPE THE POWER OF THIS CABINET!

- **ILLUMINATED** Regular mazda lamps shed glow of light over entire display.
- **A MASTER MERCHANDISER** It organizes, simplifies and conserves space.
- **TOOTHBRUSHES** Plenty of room for a generous assortment of all styles and textures. Feature only those on which your sales justify placement.
- **DENTIFRICES** Six compartments to hold your best sellers right where your customers can select them.
- **DIMENSIONS** 42" long, 18" deep, 25" high. Will fit any standard counter.

ASSORTMENT NO. 11304-9

with illuminated "Dental Needs" cabinet as illustrated

2 gross assorted adult Miracle-Tufts	\$144.00
1/2 dozen Dental Plate Miracle-Tufts	3.00
3 dozen Child's Miracle-Tufts	9.00
2 dozen Youth's Miracle-Tufts	8.40
1 dozen Dr. West's Miracle Tooth Paste	6.00
(plus 2 extra 50¢ tubes—14 tubes total)	
6 dozen assorted Dr. West's "25" Toothbrushes	18.00
	\$188.40
Less 33 1/3 and 10%	75.36
Retailer's Cost	\$113.04

PROFIT 40%

DISTRIBUTED BY JUSTICE DRUG CO., GREENSBORO, N. C.

LEATHER GOODS

(Continued from Page 341)

ited to Christmas selling. Progressive merchandisers promote leather goods now for winter vacation travel, Valentine's Day, birthdays, Mother's Day, Father's Day, graduation gifts, Christmas, and many other outstanding occasions during the year. In fact, the retail sales on leather goods today have changed materially until there is only 21% difference between the volume done the last six months of the year compared with the first six months.

It is the sincere desire of the Amity

Leather Products Company to furnish the retail druggist with the blueprint for capitalizing on a market that is continually upwards. Tested ideas for selling leather goods and featuring it on a year round basis is given in the new sales training course along with a questionnaire which will enable a retailer to know whether his employees are qualified to sell personal leather goods.

In this age of specialization it is very wise for all employers to make sure their sales people are well qualified to run the departments under their supervision.

Amity Skit

First Example

(Salesman leaning on counter, working a crossword puzzle, while the customer tries to see merchandise in the case.)

Salesman: Yeh?

Customer: Yes, I was looking for a birthday gift for my husband.

Salesman: All we've got here is billfolds, lady.

Customer: Yes, I know. Oh, dear, I don't know just what to get him.

Salesman: How about a couple of nice ties? I know a place where you can get some nice ones wholesale.

Customer: No. I rather had in mind a billfold. I gave him one several years ago, and he is still using it. I thought I might just get him a new one.

Salesman: Well, if he still has one—

Customer: Yes, but it is getting worn. I gave it to him as a wedding present six years ago.

Salesman: Six years ago! That's nothing. Do you know I've a billfold that I bought for myself eighteen years ago? Every day I carry that billfold and, believe me, I wouldn't give it up for anything my wife gave me. I got this one when leather was really good.

Customer: My husband said something about a new billfold. Could I look at some, please?

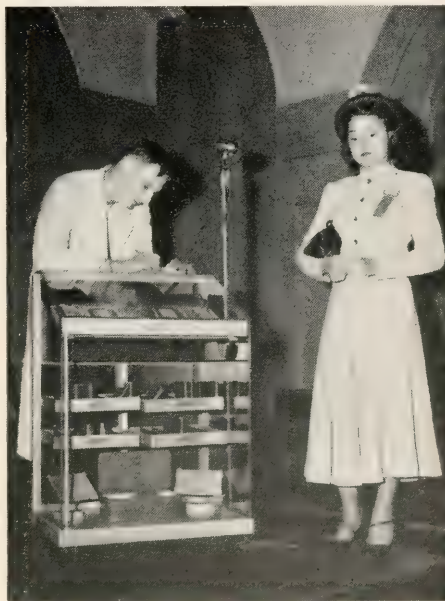
Salesman: Oh, sure; go right ahead. If you happen to see anything you like, just holler.

Customer: Well, could I see that one, and that one, please?

Salesman: That's what they are here for. There!

Customer: Tell me, why is this wallet \$10 and this one only \$5? They look just alike to me.

Salesman: Sure. They are just about the same; they have all the same features. It's just that one leather is a little dif-



Miss Jean Snyder and Gregory Howe, shown above, act the part of customer and inefficient salesman in the skit which appears on this page.

ferent from the other, so that the manufacturer socks on another five bucks.

Customer: Could I look at some others, please?

Salesman: Sure, go right ahead.

Customer: I am afraid I can't find exactly what I wanted.

Salesman: Eh, too bad; better luck the next time. You can't always find just what you want. I'm the guy that wants a five-letter word meaning timepiece.

Customer: Clock?

Salesman: No good.

Customer: A watch?

Salesman: That's it! What was it you wanted?

Customer: Well, I was looking for a billfold that had all kinds of places in it for passes and membership cards, things like that. My husband always carries a lot of them.

Salesman: A joiner, eh? I've a theory about that. You know most of them are probably junk and he ought to throw them away, so you don't need to get him a billfold with a lot of extra space for them.

Customer: I notice none of the cases have zippers on them. Don't men like billfolds with zippers?

Salesman: Zippers are all right in their place, I always say; but they are a waste of time on a billfold. Only a dope carries a billfold with a zipper—a dope or a miser. Is your husband tight with his money, lady? Maybe it only seems like he has a zipper or something to keep his wallet closed.

Customer: What is this, a secret pocket?

Salesman: Yes, silly, isn't it?

Customer: What good is it?

Salesman: None, lady, no good at all.

Customer: Why should this billfold have one?

Salesman: Just so the manufacturer can soak you a little more for it. He says, "Look, this has a secret pocket; it will cost you two bucks more." That's the story in a nutshell.

Customer: Well, I think I'll just look around some more, if you don't mind.

Salesman: I don't mind. I've got no place to go until five-thirty.

Customer: Don't you carry any plastic billfolds?

Salesman: No, we never carry them.

Customer: Why not? Aren't plastics satisfactory?

Salesman: For cheap people, sure. They are all right if you don't care much what people think about you.

Customer: I noticed that all these billfolds are stitched. I thought stitchless billfolds were supposed to last longer.

Salesman: Why should they?

Customer: Well, I am sure I don't know. I have no idea why they should. I just thought they were supposed to, that is all. I thought you would know.

Salesman: I just sell billfolds, lady; I don't make them. Maybe stitchless billfolds are better, and maybe not; I don't know. All I know, we don't carry them. We just carry the stuff you see here.

Customer: Well, I was thinking of getting a new billfold for myself. Do they come in colors or just in black?

Salesman: Sure, we have them in colors, but what's the sense of it? Where does a lady carry her billfold? In her purse. In the purse nobody sees it; so who cares what color it is?

Customer: Oh, dear! I just don't seem to be able to find anything I want.

Salesman: In that junk, I am not surprised.

Customer: Well, I'll just have to look around and find something else for my husband, I suppose. He can worry along with his old billfold for another year.

Salesman: Sure, sure. Like I said, I've had mine for eighteen years. Better luck next time!

Amity Skit

Second Example

Salesman: Hello! May I help you?

Customer: Yes; at least I hope you can. I am just trying to get a good gift for my husband.

Salesman: May I suggest a billfold? We have some very nice ones.

Customer: Of course I was thinking about a billfold, but I did give him one several years ago; he is still using it.

Salesman: In that case, I think a billfold would be very welcome. If the present

one has been used several years, it is probably frayed around the edges. You know, even the best wear out in time. Perhaps you would like to look at the Amity Director billfold. It has a duplicate key pocket, which would come in handy. Your husband could put his duplicate keys to the office or home in there. Just feel that leather.

Customer: Why does this one cost so much more than this one? They look exactly alike to me.

Salesman: They do look alike, don't they? They both have Amity's eight features. I think if you will look a bit more carefully, you will see the leather in this one is slightly better than the leather in that one. This is a fine steer hide, while this is a splendid piece of sealskin and considerably more valuable.

Customer: It is very simple when you understand, isn't it? Have you some others I could look at, please?

Salesman: Oh, certainly, madam.

Customer: You have been so kind, I hate to bother you. I just remembered my husband carries quite a few membership cards, things of that kind. Do you have a billfold with lots of space for cards and passes and pictures of the children?

Salesman: Of course, we do. That one you have in your hand, may I show you? You see the Amity Director isn't an ordinary billfold at all; it is a pass case as well. Here are four slides. Your husband carries his cards and passes, pictures of the kids, too, in there, but at the same time they are all filed away, ready for instant use. In addition, this Amity Director has a secret currency pocket.

Customer: I hadn't noticed that. Is it really useful?

Salesman: Oh, yes, indeed. I am sure your husband would like to keep his large denomination bills in there and when he opens it in a public place like a railroad station or a theater lobby or something of the sort, the large denomination bills are out of sight. It sort of discourages thefts.

Customer: I hadn't thought of that. May I look at these just a moment longer? I haven't made up my mind.

Salesman: Certainly, do please. Anything I can do, just let me know.

Customer: Here's something else that bothers me just a little. I noticed that is stitched. I thought stitchless billfolds were supposed to be better and wear a lot longer.

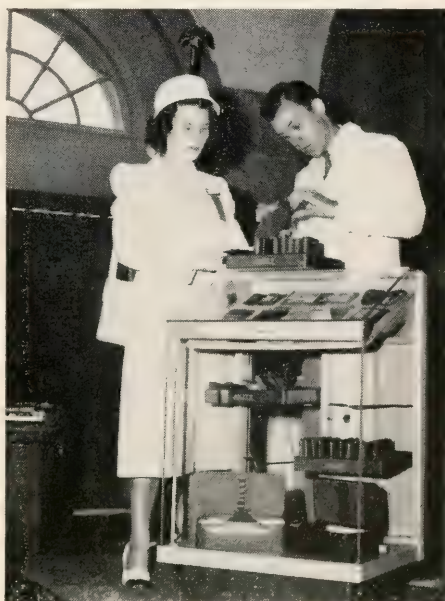
Salesman: As a matter of fact, they don't. You see this Amity Director is stitched with nylon, and nylon thread is two and one-half times stronger than ordinary thread. It won't rip or fray. As a matter of fact, it will probably outlast the leather and here is something I think your husband will appreciate. Do you see this number? That number is registered at the Amity factory in Wisconsin. All your husband has to do is fill out this card and send it in; if he should lose the billfold, it will be returned to him. The Amity people return hundreds every year.

Customer: That is good to know. I think I'll take this \$10 billfold.

Salesman: Fine! May I make a suggestion? I think you ought to purchase this Amity Directress for yourself—match your husband's billfold.

Customer: Oh, that is a wonderful idea. I'll do that. I'll take them both.

Salesman: Fine!



Mrs. Doris Sauls and Floyd Jones demonstrate how to sell personal leather goods. Here Floyd is showing his customer the secret currency pocket of the Amity Director.

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- - - *since 1885*

SEEMAN

OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its thirtieth volume, and the first printed copy was "Seeman printed."



The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

Mr. & Mrs. Rimmer Honored

The *American Druggist* magazine has presented a citation to Mr. and Mrs. E. F. Rimmer, both pharmacists of Sanford, for "outstanding community service." They were recommended for the citation by the sheriff of Lee County, by the president of the Sanford Chamber of Commerce, and by Joe Lazarus, Sanford pharmacist.

Mrs. Rimmer, a district deputy of the Grand Chapter of the Order of the Eastern Star, also served as Worthy Matron from 1946 to 1947. She is the first woman to serve as a director of the Sanford Chamber of Commerce, and is a member of the Sanford Woman's Club, of which she has been president for three years. She is a member of the American Legion Auxiliary, Veterans of Foreign Wars Auxiliary, and the White Shrine of Jerusalem.

Mr. Rimmer was roll call chairman for the American Red Cross from 1943 to 1945; was co-chairman of the Fifth War Loan Drive, and is a past vice-president of the Kiwanis Club.

Secretary Smith has written to Mr. and Mrs. Rimmer as follows:

Dear Mr. and Mrs. Rimmer:

The NCPA President's Advisory Council, meeting yesterday at the Carolina Inn at Chapel Hill, when told of the honor bestowed upon you by the *American Druggist* magazine, directed that I write to you, congratulating you on behalf of each member present.

You have been singularly honored for your community service, and justly so. While your many civic duties and services to your neighbors were done without expectation of reward or honor, we are pleased they did not go unheeded by the people of your community who nominated you for the citation.

Having this honor come to one of our past-presidents and one of our valued women pharmacist members is indeed a pleasure to all of us connected with the Pharmaceutical Association family. We have long saluted you as outstanding Association workers—we now pause to congratulate you and honor you as civic leaders as well.

We're proud of you!

Forty Pharmacists Added to State List

Wade A. Gilliam Elected President of Board of Pharmacy

As a result of the recent (June 21-22-23) meeting of the N. C. Board of Pharmacy meeting in Chapel Hill, forty new pharmacists have been added to the pharmacists' list in this State.

Five candidates tied for top honor by making an average of 91 on the examination. They were: Samuel M. Cavanaugh, Wallace; William M. Jordan, Jr., Asheville; Miss Doris M. Gilliam, Winston-Salem; William M. Puckett, Fuquay Springs; and Winfield P. Rose, Raleigh.

The largest list of candidates (79 persons) in years to stand all or parts of the Board exams were present. To assist the regular members of the Board, several pharmacists were called in to help with the practical examination. Answering the call of duty in addition to Inspector T. H. May of Wake Forest, were I. T. Reamer of Durham, J. C. Fox, Jr. and Secretary Smith, both of Chapel Hill.

Since the Board held lengthy business sessions every night during the exam period, there was no free time for grading of papers. For this reason, the final results of the exam were withheld until July 1.

Wade A. Gilliam was elected president of the Board. He has been serving as acting-president since Mr. J. G. Ballew resigned in April.

Other members of the Board present for the meeting and examination included John C. Brantley, Jr., of Henderson; Roger A. McDuffie, of Greensboro; H. C. McAllister, of Chapel Hill; and Robert Neal Watson, of Jonesboro.

While the examination was in progress, the N. C. Pharmaceutical Association operated a self-service canteen in the basement of the Pharmacy Building. Soft drinks and crackers were distributed to the aspiring and perspiring candidates (some of the questions generated a lot of heat).

Here is the complete list of newly licensed pharmacists:

E. R. Anderson, Jr., High Point; Harley O. Benson, Robbins; Earle G. Caldwell, Lumberton; Samuel M. Cavanaugh, Wal-

lace; Ben F. Collins, Jr., Winston-Salem; James W. Edwards, Scotland Neck; and Zack L. Finger, Morganton.

John T. Gardner, Lincolnton; Sandy D. Griffin, Marshville; Robert B. Hall, Mocksville; Hal B. Hawkins, Statesville; Clifford E. Hemingway, Chapel Hill; John C. Hood, Jr., Chapel Hill; and William M. Jordan, Jr., Asheville.

William W. Jordan, Raleigh; Thomas M. Kirkpatrick, Jr., Spray; Frank C. Kiser, Asheville; Jennings E. Knight, Black Mountain; LeRoy Lanier, Jr., Fayetteville; John David Lowe, High Point; and Thomas A. Pace, Hendersonville.

Grover Rudolph Pittman, Kenly; W. W. Provo, Mars Hill; William M. Puckett, Fuquay Springs; Harold C. Rich, Garland; Ralph P. Rogers, Jr., Durham; Vann V. Secrest, Jr., Monroe; Mrs. Peggy Simmons, Chapel Hill; Miss Evelyn L. Stutts, Sanford; J. K. Turner, Jr., Speed; Steve C. C. Uzzell, Black Mountain; Earl G. Williams, Jr., Asheboro; and Harry W. Wilson, Jr., Asheville.

Miss Evelyn Ruth Coward, Columbia, S. C.; Miss Doris Marie Gilliam, Winston-Salem; Waverly W. Jones (colored), Raleigh; James F. Lovette, Liberty; Mrs. Charlotte Plemmons, Chapel Hill; Willie C. Rose, Rocky Mount; and Winfield P. Rose, Raleigh.

Thirty-five candidates took the theoretical examinations, since the Board of Pharmacy does not publicly release the list, no mention can be made here of those persons successfully passing this part of the Board exams. Most of the candidates taking the theoretical examinations will have fulfilled the 12-months experience requirement by February, 1950 at which time they will have an opportunity to qualify for license to practice pharmacy in the State, by taking the final (practical) portion of the Board examination.

As anticipated, all of the newly licensed pharmacists were quickly placed in responsible positions throughout the State.



M. B. MELVIN
RALEIGH



J. G. BALLEW
LENOIR



D. P. ROBINSON
OXFORD



L. S. SULLIVAN
DURHAM



J. P. RICHARDSON
LENOIR



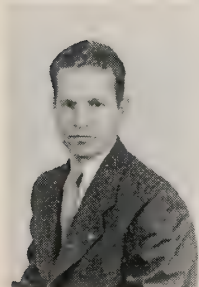
T. H. JOHNSON
RALEIGH



J. C. FOX, JR.
CHAPEL HILL



SAM C. HALL
OXFORD



GRADY BRITT
RALEIGH



A. W. CLAYTON, JR.
DURHAM



J. M. BUFFALOE
RALEIGH



O. C. EDWARDS
RALEIGH



A. D. EDENS
DURHAM



D. L. JORDAN
RALEIGH



R. I. CROMLEY
RALEIGH



G. B. PROPST
LENOIR

Personalities No. 6

MARION BUTLER MELVIN

Raleigh

Born Roseboro, May 11, 1903; attended School of Pharmacy, UNC, graduating in 1924 with Ph.G. degree and winning Beal Prize; secured apprentice training under Mr. D. W. Tart in Roseboro, and with H. R. Horne & Sons in Fayetteville; has been associated with various Raleigh drug concerns, including Brantley's and Boone-Isley; from 1934 to 1944 in partnership with R. I. Cromley in operation of Cromley-Melvin, Drug-gists, located in the Sir Walter Hotel building in Raleigh; now sole owner of Melvin's Pharmacy, Hillsboro Street, Raleigh; Member of Board of Pharmacy, 1937-'46 and has served as member and chairman of various NCPA committees.

JAMES GORDON BALLEW

Lenoir

Born in Lenoir, N. C., July 13, 1877; attended high school in Lenoir and upon graduation entered the employ of Dr. W. W. Scott, then operating a drug store at the site where Mr. Ballew's own store now stands; served apprenticeship under Dr. Scott and Dr. A. A. Kent; graduated from Maryland College of Pharmacy (1902) with the degree of Ph.G.; for next ten years remained in Baltimore with Hynson, Westcott and Company, Morgan and Millard, and Craft and Case-lyn; then for one year with Frederick Stearns and Company in their Detroit laboratories; returned to Lenoir in 1913 to take over drug store which had been owned and operated by Mr. J. E. Shell; under the name Ballew's Cash Pharmacy this firm in operation today; joined the NCPA in 1917 and served as local secretary of the Blowing Rock meeting of the NCPA in 1925; in 1926 elected a member of the Board of Pharmacy, a position he continued to fill until April, 1949, at which time he resigned due to ill health; while member of Board served as its president, 1945-'49; a director of the Union National Bank, Lenoir Industrial Bank, the Mutual Building and Loan Association, a past president of the Lenoir Merchants Association, helped to organize the Lenoir Rotary Club and was elected its first president; has played an important part in the development of Lenoir and Caldwell County.

DERWOOD PAUL ROBINSON

Oxford

Born Graham, N. C., October 7, 1912; Graduate of the UNC School of Pharmacy, Class of '35; apprentice training with Hall's Drug Store, Scotland Neck, Mabry's Drug Store, Hamlet and Woolard's Drug Store, Henderson; in 1938 became associated with Lyon Drug Company, of Oxford, where he is located today in partnership with Mr. Frank F. Lyon; member of the NCPA, Kiwanis Club and Junior Order; a member of the Presbyterian Church of Oxford.

LAURENCE STEERS SULLIVAN

Durham

Born New York City, April 7, 1907; served apprenticeship under M. Sadof, West New Brigh-

ton; graduate of the UNC School of Pharmacy (in April, 1926, voted "best student" of Senior Class); licensed as pharmacist in State in 1928, then followed employment with various drug concerns, including Hart's and Ingram's of High Point, Whelan's of Durham and Greensboro, and for a number of years was associated with Walgreen's as manager of stores in Lynchburg, Va. and Durham; in October, 1948 purchased Carswell's Drug Store, Durham, and changed name to Sullivan's Pharmacy, a business he operates today; Member of the NCPA, Civitan Club, BPOE, and Kappa Psi; a member of the Lutheran Church.

JOSEPH P. RICHARDSON

Lenoir

Born Wilkes County, July 17, 1905; a graduate of the School of Pharmacy, UNC, Class of 1935; has been associated with Cassel's Drug Store, Bobbitt Drug Stores and Ardmore Drug Store, all of Winston-Salem, and Joiner's Drug Store, High Point; now an employee of Day-vault's Drug Store, Lenoir; an associate member of the NCPA and a member of the Lenoir Kiwanis Club; member and steward of the First Methodist Church of Lenoir.

TROY H. JOHNSON

Raleigh

Born Beaufort, N. C., October 27, 1913; apprenticeship training with Bell's Drug Store, Beaufort, and Duffy's Drug Store, New Bern; attended Crowe's School of Pharmacy in Atlanta (1938) and passed the Nevada Board in 1939 and N. C. Board in 1943; has been associated with Lane's Market Street Drug Store, Wilmington, as manager and with Person Street Pharmacy No. 2 (now Hayes Barton Drug Store); in 1948 established own business—Johnson's Pharmacy—at 1513 Fairview Road in Raleigh; is a members of the NCPA and the Methodist Church.

JUNIUS CLAUDE FOX, JR.

Chapel Hill

Born Randleman, N. C., June 2, 1917; graduate of the School of Pharmacy, UNC, Class of 1941; apprenticeship training with Galloway's Professional Pharmacy, Raleigh; served in World War 2, first as Medical Corpsman, later as Lieutenant, and upon discharge from service held rank as Captain; saw duty in Trinidad, England, France, Belgium and Germany; was pharmacist in charge of Sawyer & Moore's Prescription department, Durham, from 1945 until he and Mr. E. L. Riggsbee opened the Village Pharmacy in Chapel Hill in 1947; member of NCPA, Junior Chamber of Commerce and Phi Delta Chi; a member of the Lutheran Church.

SAM CANNADY HALL

Oxford

Born Oxford, N. C., October 29, 1901; a graduate of the School of Pharmacy, UNC, Class of 1923, and a licensed pharmacist, 1924; has been associated with his father, John G. Hall, and his brother, John Perry Hall, in the operation of Hall's Drug Store, Oxford, for many years; while



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DURHAM, NORTH CAROLINA

at the University was a member of Kappa Psi and Pi Kappa Alpha fraternities; a member of the NCPA and the Baptist Church (Deacon) of Oxford; served on the Oxford Board of Commissioners 1926-1934, also member of Granville County Board of Commissioners, 1940-1944; a director and vice-president of the Oxford National Bank.

GRADY HAROLD BRITT

Raleigh

Born Mt. Doro, Florida, Jan. 19, 1922; a graduate of the School of Pharmacy, UNC, Class of 1943, and a licensed pharmacist (1947); served in Maritime Service in World War 2 and at time of discharge was a Staff Sergeant; since registration has been associated with Melvin's Pharmacy of Raleigh; a member of the NCPA, Junior Chamber of Commerce, Kappa Psi Fraternity, Mason, Shriner and Methodist Church; during war was commended for his work in treating survivors of a Cuban freighter which had been torpedoed and sunk.

ALBERT WINFREY CLAYTON

Durham

Born Roxboro, N. C., April 25, 1905; graduated from the School of Pharmacy, UNC, in 1926; has been associated with various drug concerns in the State, including Wilkins Drug Store, North Wilkesboro, Five Points Drug Company, Durham Drug Company and Peabody Drug Company (wholesale) all of Durham; in 1928 established Clayton Drug Store in Roxboro, later renamed Michaels & Clayton Drug Company when R. P. Michaels became a partner; now associated with the B. C. Remedy Company as pharmacist in charge of their control laboratories.

JOHN MACK BUFFALO

Raleigh

Born Wake County, June 14, 1897; attended University of North Carolina and licensed as a pharmacist in 1919; he has had extensive experience in the retail drug field since 1919, being associated with Edwards Drug Company of Raleigh at the present time; a member of the NCPA, Junior Order, Knights of Pythias, and the Baptist Church.

OTHO CROWELL EDWARDS

Raleigh

Born near Neuse, N. C., June 21, 1898; apprenticeship with Capitol Drug Store, Raleigh, then to UNC School of Pharmacy, a graduate of the Class of 1921 and licensed as pharmacist same year; then followed employment with Harding & White, Wilmington, and Crutchfield's Pharmacy, Raleigh, a business which he purchased outright in 1929 and changed name to the present day operating firm of Edwards Drug Company; member of the NCPA, Kappa Psi and the Mt. Vernon Baptist Church; he originated and has extensively promoted Tina-Cide, a preparation for the feet, and is the owner of Cheviot Hills Golf Course, located on the site of his birthplace, where he now makes his home.

ALLEN DUPREE EDENS

Durham

Born Olio, South Carolina, February 21, 1908; moved to Red Springs in 1920 and finished high school at Hemp (now Robbins) in 1927; attended University of North Carolina, 1929-1931, one

year of which was spent in Pharmacy; was an employee of Parker's Drug Store, Raleigh, in 1931; then followed a bit of insurance work in Winston-Salem; came to Durham in 1935 as an employee of McKay's Pharmacy, a business which he purchased in May of 1935 and changed firm name to Mangum Street Pharmacy; he still operates this business in partnership with Pharmacist H. C. Chapman; is an associate member of the NCPA, a member of the Durham Lions Club and the Calvary Methodist Church.

DILLON LEROY JORDAN

Raleigh

Born Fayetteville, N. C., July 3, 1901; a graduate of the UNC School of Pharmacy, Class of 1921; licensed as a pharmacist in 1921; apprenticeship served in drug stores of Lumberton and St. Pauls; has held partnership in or sole ownership of the following businesses: Clayton Pharmacy, Clayton (1925), Hayes Barton Pharmacy (1931), Jordan's Drug Store (1933) and Five Points Pharmacy (1944), all of Raleigh; a former manager of the Sir Walter Drug Store, Raleigh, and secretary of Wiggins Drug Store, Inc.; a member of the NCPA, NARD, A.P.H.A., Scottish Mason 32 degree Shriner and the Baptist Church; now promoting Jordan's Skin Lotion and doing a bit of relief work on the side for some of his friends.

ROBERT IRVIN CROMLEY

Raleigh

Born Saluda, S. C., Sept. 2, 1902; educated in the city schools of Saluda, Newberry College and Atlanta College of Pharmacy; before coming to this State in 1930 he worked in Atlanta; represented E. R. Squibb & Sons in Eastern North Carolina for several years; in partnership with M. B. Melvin (1935) purchased Sir Walter Drug Store, Raleigh, and changed name to Cromley-Melvin Drug Store; later a second store was opened on Hillsboro Street (now owned by M. B. Melvin); now operates Cromley's Drug Store and has interest in Five Points Pharmacy, both located in Raleigh; member of NCPA, Masonic Lodge and the Elks Club; during war was chairman of the Food Panel of the Raleigh War Price and Rationing Board and was chairman of the Wake County War Bond Drive for NCPA (1944); since 1945 has been member of the Wake County Board of Health; vice-president of the NCPA (1946-47); a member of the Methodist Church.

GOLD B. PROPST

Lenoir

Born Morganton, N. C., October 9, 1923; a graduate of the School of Pharmacy, University of North Carolina, Class of 1948; now associated with the Lenoir Drug Company, Lenoir; member of the Methodist Church.

Dr. Albert M. Mattocks, formerly of Western Reserve University, left the United States by air on July 1 for Germany where he will assist in conducting refresher courses for pharmacists. Mattocks is a graduate of the UNC School of Pharmacy and formerly worked in Durham with Rogers Drug Store.



SCHOOL OF PHARMACY, UNIVERSITY OF NORTH CAROLINA, CLASS OF 1907-08

The First Year Pharmacy Class (UNC) of 1907-08

This month we present (on the opposite page) the first year pharmacy class of 1907-08. That year there were 36 students enrolled in the class, 27 of them being present when the class picture was made.

The University annual—*Yackety Yack*—of that year ran individual pictures of the members of the second year class. They were: L. Harris Chewning and Wiltshire Griffith, both of Hendersonville; R. R. Herring, Oxford; W. J. Hicks, Goldsboro; J. U. Loftin, Albemarle; R. M. McArthur, Winston-Salem; H. L. Pope, Lumberton; C. R. Palmer, Salisbury; C. L. Ross, Ayden; C. C. Shell, Lenoir, and J. B. Whittington, East Bend.

Since less than half the class have been identified, we are going to need some help from Boyd Mullen of Asheville, W. F. Rhyne of Gastonia, Sam Etheridge of Washington and some of the others in order to complete the identification list. Burney Warren of Greenville and Phifer Fullenwider have already assisted us in the identification. If some of the others come through as nicely, we ought to make this one 100%, which would make Miss Noble most happy.

Here is the class list as we have it at press time:

1. Edmund S. Swindell, Durham
2. John Grover Beard, Chapel Hill
3. Unknown
4. Unknown
5. Unknown
6. Unknown
7. Lee Davenport, Pactolus
8. W. L. Wetzell, Gastonia
9. Unknown
10. L. Boyd Mullen, Asheville
11. Burney S. Warren, Greenville
12. Unknown
13. Albert Bretsch, Southern Pines
14. Phifer Fullenwider, Raleigh
15. B. T. Dawson, Tarboro
16. Durward H. Creech, Benson
17. Unknown
18. Unknown
19. Unknown
20. Cader Rhodes, Raleigh

21. Unknown
22. W. F. Rhyne, Gastonia
23. S. B. Etheridge, Washington
24. Unknown
25. James H. Buck, Ayden
26. M. Hall Cox, Wadesboro
27. Unknown

Members of the first year class listed above as "unknown" are expected to be identified from this list:

Roy A. Carson, Bethel; Robert C. Cornwall, Chester, Va.; B. J. Cottle, Wilmington; Charles H. Craven, Troy; R. Alonzo Eubanks, Monroe; Thomas R. Gibbs, Belhaven; Walter D. Griffin, Plant City, Florida; Reece C. Harville, Reidsville; D. O. Houser, Cherryville; J. Edward James, Hillsboro; L. W. Jenkins, Tabor City; Oscar G. Johnson, Canton; O. Henry Lyon, Kenly; W. H. Meroney, Murphy; Flay Dewitt Quinn, Shelby; J. S. Rudisill, Forest City; C. F. Taylor, Fairmont; Jasper O. Temple, Kinston; Ralph H. Triplett, Lenoir; John M. Walters, Burlington, and Alfred C. Pickard, Chapel Hill.



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TRADITIONAL RESPONSIBILITIES

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BONUS DEALS

Effective Until Further Notice

TINA-CIDE

35c Size—(List \$2.40)

1 Dozen—1/12 dozen BONUS from Wholesaler

3 Dozen—1/4 dozen BONUS from Wholesaler

* Plus—1/4 dozen BONUS, Direct

* Direct Bonus sent upon receipt of wholesale invoice

COMBINATION PACKAGE

EDWARDS FOOT POWDER & TINA-CIDE

1 Dozen—
1 1/6 dozen
BONUS from
Wholesaler

TINA-CIDE

69c Size—
(List \$4.80)

TAR HEEL DIGEST

Morganton—Governor Kerr Scott has appointed Ralph E. Kibler a member of a commission to study sharing of highway funds between state and municipalities. Kibler is mayor of Morganton and the operator of Kibler Drug Company, which he established shortly after the first World War.

Charlotte—Remodeling of Sterling Drug Store, which has now been completed, included shifting the prescription department from the rear of the store to the front. Samuel W. Smith is the owner-operator.

Asheboro—Newly returned from a vacation trip to the beach, James H. Fox of the Asheboro Drug Company reports "a fine time."

Hertford—After being operated as a drug sundry shop for nearly a decade, Roberson's of Hertford is being converted to a fully licensed drug store, by the owner, Henry C. Sullivan. James A. Mitchener, of Edenton, is the pharmacist.

Hendersonville—L. E. Feagin, son of Pharmacist E. L. Feagin, has been elected President of The Student Branch of the American Pharmaceutical Association, State University of Iowa College of Pharmacy.

Statesville—An unidentified man is working a new racket in this section, reports the papers. The victims, all recipients of old age relief, are told by the so far unidentified person that "if they buy his medicine he sells they will be assured of an increase in the old age allotment they are presently receiving."

Asheville—John A. Goode recently spent several days in New York attending a meeting of the executive committee of The American Retail Federation Association, of which he is a member.

Asheville—Pete L. Vines has been charged by Asheville police with breaking and entering the Ideal Drug Store, West Asheville, on Sunday night, June 5. Vines is alleged to have taken a quantity of cameras, watches, clocks, cigarette lighters, pen and pencil sets and other items valued at \$500. Approximately \$200 of the merchandise was recovered at the time of the arrest.

Lillington—Shelton Boyd has sold his interest in the LaFayette Drug Company and plans to open a pharmacy in Eastern North Carolina later this summer.

Raleigh—H. H. Montgomery has moved his family to Florence, South Carolina, where he is managing the King Drug Company. Prior to and following the recent war, Harry was associated with the W. H. King Drug Company, first in the office, later as a sales representative in Central North Carolina.

Wilmington—After resigning from his position at Coleman's Drug Store, Jacksonville, and a vacation period which included several days attending the NCPA Convention in Durham, George H. Edmonds resumed the practice of pharmacy at Shew's Drug Store, Winter Park.



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Fair Trade Price
25c

The McCambridge & McCambridge Co.
Baltimore 23, Md.

Asheville News Notes

The July 8th meeting of The Asheville Drug Club was featured by an address by Joel Singh, native of India. Songs by "The Four Tones" completed the program.

Charlie Rhodes is now associated with the Asheville Pharmacy. Prior to the war, he represented Sharpe & Dohme in the area. Before that he and Dean Tainter did a lot of prescription work in Tainter's of Marion.

Liggett's of Asheville, one of the oldest drug stores on Pack Square, closed its doors on July 2. Some months ago the upper portion of the building housing Liggett's was found to be unsafe, and the tenants moved at that time. The personnel of the business is being shifted to other units of the chain, with the likelihood that some will return to Asheville after a new location has been obtained. During recent years, the Liggett store has been managed by Walter L. Buhmann.

The next meeting of The Woman's Auxiliary of The Asheville Drug Club will be held at the home of Mrs. W. A. Ward, Swannanoa, on Friday, August 5.

Bits of News from Here and There

Joe Hern simplified his vacation help problem by closing his pharmacy—Peoples Drug Store of Valdese—the entire week of July 3-10. Dr. P. J. Suttlemyrè, of Hickory, has been associated with this pharmacy for the past two years.

Paul Bissette has returned to Wilson after being a patient at Johns Hopkins in Baltimore. An infected artery kept Paul away from his business most of June.

CANDY

(Continued from Page 335)

nomical—Refrigeration concealed, (6) Storage space is DISPLAY space, (7) Streamlined—Low, modern, harmonizes with other fixtures, (8) Top Display—for Mass display on special gift occasions, (9) Height—4 feet, designed for personal contact of the salesperson and customer, (10) Width—Only 24" for convenient handling, (11) Designed—For center aisle or side, (12) Case (Maple with double glass) finished to harmonize with other fixtures.

CAPUDINE ADVERTISEMENTS

appear from one to three times per week in more than Sixty-five North Carolina newspapers that have a circulation of over 850,000, promoting the sale of Capudine through *Drug Stores Only*.

We appreciate the co-operation of the Druggists of North Carolina in the sales of millions of bottles of Capudine during the past half century.

**"A Good Product
Consistently Advertised"**

CAPUDINE CHEMICAL COMPANY
Raleigh, North Carolina

Engagements

Mr. and Mrs. Fred Newby Kennedy of Thomasville announce the engagement of their daughter, Dorothy, to Ernest Ruffin Anderson, Jr., son of Mr. and Mrs. Ernest Ruffin Anderson of High Point. The wedding is planned for August 6.

Mr. Anderson is a graduate of the School of Pharmacy at Chapel Hill with the 1949 class. During the war he served with the Army Air forces four years, three of them overseas.

Since graduation he is associated with his father at Anderson's Drug Store at High Point.

Weddings

On June 24 Miss Rebecca May Sutherland Ballentine, daughter of Lynton Yates Ballentine of Fuquay-Varina, State Commissioner of Agriculture and former Lieutenant Governor of North Carolina and Mrs. Edward James Calcutt of Fayetteville, was married to Herbert Palmer Scoggin, son of Mr. and Mrs. Lewis Edward Scoggin, Sr., of Louisburg. They were married at the Saint John's Episcopal Church in Fayetteville.

Mr. Scoggin is a graduate of the School of Pharmacy at Chapel Hill, and is associated with his father in the Scoggin Drug Company at Louisburg.

Mrs. Josephine Jordan Kay, of Washington, D. C., and Pharmacist Reid B. Grantham, of Red Springs, were married July 1 in Elizabethtown.

The bride is a graduate of Flora MacDonald College, and for the past few years has been employed by the FBI.

Mr. Grantham, a graduate of the Medical College of Virginia, is associated with Mr. John C. Graham in the operation of the Red Springs Drug Company. During the war, he served in the Army Medical Corps.

The young couple will make their home in Red Springs.

Births

Chief Pharmacist at Duke Hospital I. T. Reamer and Mrs. Reamer are introducing to their friends their new son, Robert Gary, who was born June 15th.

With three sons, Tommy, Dick, and Robert Gary, Pharmacist Reamer will have busy

hours away from Duke Hospital, as well as in the dispensary there.

Deaths

Harris L. King, retired pharmacist, died at his home in Durham on July 7. He had been in declining health for several months.

Mr. King had practiced pharmacy for 50 years, first with the Blacknall Company, later as a member of C. E. King and Sons. The latter firm discontinued business several years ago, and since that time Mr. King was employed by the Durham Drug Company and Holloway Street Pharmacy, both located in Durham.

Increase Fountain Business With

EVANS Fountain Fruits and Flavors

**Order through your local
drug house or candy jobber!**

Made by E. B. Evans Co., Phila., Pa.



"IT'S FAMOUS

because

IT'S GOOD"

BABY BORN IN AUTOMOBILE

Frank Dayvault, of Dayvault's Drug Store, Lenoir, and a close friend of his, John S. Ebird, were sitting on the front porch of the Dayvault residence one night recently. Everything was cool and peaceful until a young man rushed up and asked to use their phone. A rush call was put through to one of the local physicians, but before the call was completed, a friend of the telephone user, who had remained behind with his wife in a car parked near the Dayvault home, yelled: "The baby is already here!"

Within a few minutes the physician arrived and removed the baby and its mother to a clinic. Late reports indicate mother and daughter doing "just fine." As far as Frank and John are concerned, they are probably wondering: "What next?"

"THE SEAL OF SATISFACTION"



FOR PROFIT'S SAKE

Serve GIBSONS
ICE CREAM



A corner view of Suttle's Drug Store, Shelby, showing utilization of wall shelving to create a baby department.

DOINGS OF THE AUXILIARIES

The H. P. Watsons Hostesses to the Apothecary Club

By MRS. WATSON G. SCOTT, JR.

Mesdames H. P. Watson, Sr. and H. P. Watson, Jr. were hostesses to the Apothecary Club of Winston-Salem for its regular monthly meeting on June 2nd. The house was beautifully decorated with spring flowers.

Mrs. H. P. Watson, Jr., president, presided. She called on Mrs. Ashworth, vice-president, to give a report of the North Carolina Pharmaceutical Association convention held in Durham on May 3, 4, and 5. Mrs. Ashworth, in turn, asked Mrs. Leon Cahill to report on the first day of the convention, Mrs. Leon Kimball told us of the second day, and Mrs. M. V. Williams reported on the third day. From all reports, the convention was quite a success.

Mrs. J. P. Andrews was appointed by the president to succeed Mrs. Williams as chairman of the Sunshine Club.

The club voted unanimously to donate \$5 to the colored Y.M.C.A. and Y.W.C.A. of the city.

While the meeting was in session, Mrs. Fishel, a member who was not present, telephoned that Mrs. J. E. Tilley of Madison, formerly of Winston-Salem, was very ill at the Ann Penn Hospital at Reidsville, after undergoing an operation.

Following the business session, delicious crescents, star-shaped cookies, and ice cream were served. Approximately twenty-five members attended.

Catawba River Picnic

Reported by MRS. D. L. SMITH

The Charlotte Woman's Druggist Auxiliary held its annual picnic June 14 at the Drug Travelers' Clubhouse on the Catawba River.

The invocation was given by Mrs. B. M. Humphries. A picnic lunch was served, and informal entertainment was enjoyed during the afternoon. Prizes were won by Mrs. W. K. Gardner and Mrs. E. H. Hemmle.

Mrs. Lester C. Smith, retiring president, presented a lovely gift to each member of the Executive Committee and the Chairman of the various committees of the auxiliary.

Mrs. F. F. Potter and Mrs. W. K. Gardner had charge of arrangements for the affair, which was attended by 25 members of the auxiliary. Everyone had so much fun that it was decided to have a picnic later in the summer and invite the husbands of the members.

Asheville Auxiliary Meets

Reported by MRS. A. R. UPCHURCH

The Woman's Auxiliary of the Asheville Drug Club held a luncheon meeting at the Battery Park Hotel on July 1.

Following lunch, Dr. L. Nelson Bell, who is chairman of the public relations committee of the Buncombe County Medical Society and Advisor to the public relations committee of the Medical Society of N. C., gave a most informative talk on socialized medicine. His talk was followed by a group discussion of this topic.

A brief business session was conducted by the President, Mrs. Edwin C. Brown. The minutes of the May meeting and the treasurer's report were read by Mrs. J. W. Harrison.

Second readings were given on two changes to the By-Laws: to include the office of Corresponding Secretary; to change the meetings to monthly in lieu of bi-monthly. Both of these amendments were approved.

It was decided to give the first bingo party at Veteran's Hospital at Oteen as soon as arrangements can be made.

A report from the Membership Committee concerning prospective new members was given, following which the meeting was adjourned.

Apex—Mrs. C. W. Pegram, of Pegram's Pharmacy, is in California visiting her daughter and son-in-law. Mrs. Ruth Aycock Wooten, of Raleigh, is pharmacist in charge of the store during Mrs. Pegram's absence.



BODEKER

Wholesale Drugs
Since 1846

WHAT "STERLING" MEANS
TO SILVER . . . "BODEKER"
MEANS TO DRUGS!

The Bodeker Drug Co.

1408-1420 EAST MAIN STREET, RICHMOND 13, VIRGINIA

"Ask your friend from Bodeker"

**ALKA-SELTZER for
HEADACHE**



**ALKA-SELTZER
for the discomforts
of a COLD**



**ALKA-SELTZER
for ACID
INDIGESTION**



RELIEF FOR YOUR CUSTOMERS

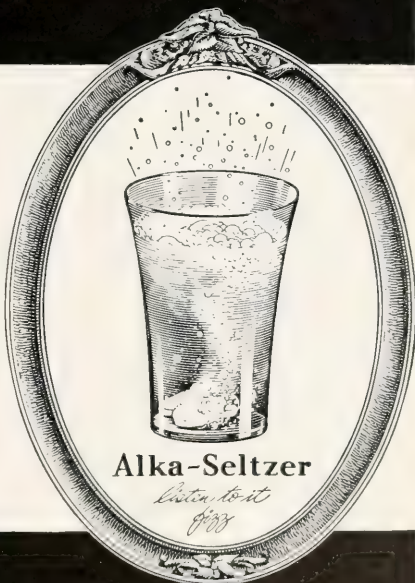
YOUR CUSTOMERS KNOW that Alka-Seltzer brings prompt, dependable relief from so many different ailments. That's why Alka-Seltzer is one of the biggest selling items in your store.

To your customers Alka-Seltzer means *relief*.

To you, Alka-Seltzer means profit! A pioneer in Fair Trade, Miles Laboratories sees to it that you get a generous profit on every Alka-Seltzer sale.

MILES LABORATORIES, INC., ELKHART, IND.

Partners of the retail druggist for more than 60 years



PROFIT FOR YOU



KILL TWO BIRDS

- If two dozen of an item lasts you a week, you need an extra $\frac{1}{4}$ dozen for each day you wait on a new shipment.
- Each day saved reduces your inventory requirements by $12\frac{1}{2}\%$, and increases your profit ratio.
- So, when you say, "Ship it through KING," you are killing two birds with one stone, as KING ships your order the same day it is received.

W. H. King Drug Company

Wholesale Druggists

Raleigh, North Carolina

"The House of Friendly and Dependable Service"

The Carolina **JOURNAL OF PHARMACY**

Published Monthly by the North Carolina Pharmaceutical
Association at Chapel Hill, N. C.



THE PHARMACY STUDENT—In mid-September 60 beginning students in Pharmacy will arrive in Chapel Hill, ready for four years of testing and experimenting in the laboratory.

IN THIS ISSUE

- **Business Survey Report—2nd Quarter**
- **Starling to Head W. H. King Drug Co.**
- **1949 Convention Pictures**
- **Personalities of the Month**

Aug., 1949

Vol. XXX

Number 8

quality

The quality inherent in Lilly Products
is not an accident or chance occurrence.

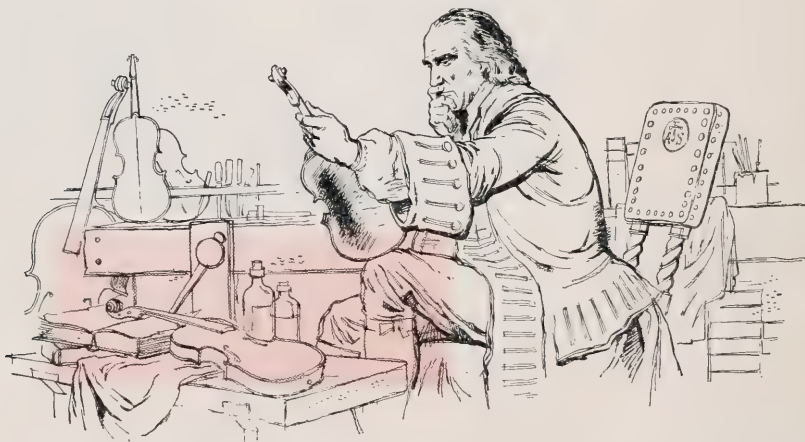
In co-operative effort,
more than four hundred scientific specialists
inspect, test, standardize, and assay each product.
Of foremost concern in every manufacturing procedure
is excellence of character.

Nothing short of perfection is permitted to pass.
The physician may prescribe and the pharmacist may dispense
Lilly pharmaceutical and biological products
with the confidence that none finer are obtainable.



Lilly

ELI LILLY AND COMPANY • INDIANAPOLIS 6, INDIANA, U.S.A.



Benadryl®

the
standard
by which
others
are judged



In the field of antihistaminics BENADRYL pioneered the way—the first such preparation to be made commercially available to the physician. Today BENADRYL continues to occupy an enviable position in the foremost ranks of antiallergic agents . . . frequently chosen by outstanding investigators as the reference standard by which to assess the merits of experimental compounds.

extensively reported

Not time alone, but its intrinsic merits established in the laboratory and clinic, have maintained for BENADRYL its prominent position. The extent of its bibliography is often the truest measure of professional interest in an ethical preparation, and it is a rare compliment to BENADRYL that more than two hundred references to its use, many under the names of international authorities, have now appeared in the professional journals.

widely accepted

Through such widespread dissemination of authoritative opinion, coupled with intensive ethical promotion, physicians everywhere have become familiar with BENADRYL's advantages . . . its broad field of use in a variety of allergic conditions, and its wide range of pharmaceutical forms adapted to every clinical need.

constantly demanded

During the hay fever season prescription volume is likely to set new records and give rise to new demands which will move BENADRYL products from your shelves in increasing quantities.

BENADRYL Hydrochloride (diphenhydramine hydrochloride, Parke-Davis) is available in 50 mg. Kapseals®; 25 mg. Capsules; as an Elixir containing 10 mg. per 4 cc. (one teaspoonful); and in 10 cc. Sterivials® containing 10 mg. per cc. A 2% Benadryl Cream in 2-ounce tubes is also available for the treatment of dermatoses responsive to anti-histamine therapy.

PARKE, DAVIS & COMPANY DETROIT 32, MICHIGAN



VA Hospital to Be Erected at Salisbury

Salisbury has been announced by Veterans Administrator Carl R. Gray, Jr., as the site for the 1000-bed VA Neuropsychiatric hospital to be constructed in North Carolina.

The hospital is expected to cost in the neighborhood of \$17,000,000. VA already owns the land, having acquired 411 acres in the northwest part of Salisbury in March, 1945.

The selection of Salisbury was made after Administrator Gray made a trip through North Carolina and personally inspected sites at Winston-Salem, Guilford County, Salisbury, Charlotte, and in the neighborhood of Durham, to supplement engineering surveys made previously. The Administrator said that the sites were all so well adapted that it was impossible to arrive at a determination on the basis of personal observation alone.

After his return to Washington, a mathematical formula was devised, by which sites could be compared with each element of importance in locating a hospital being weighed so that the selection could be made on a strictly mathematical basis. The use of the formula in this instance was so successful that Administrator Gray announced it would be used in all future selections of hospital sites.

The Salisbury site which was chosen was said by the Administrator not to have been quite as good as some others from the standpoint of the association with medical schools. But the fact that the City of Salisbury already had spent \$304,000 and the U. S. Government had spent \$1,030,000 on the site in Salisbury more than outweighed this consideration, and it was determined to use the site which was originally selected for a hospital and abandoned when the Veterans Administration construction program was cut back the first of the year.

Before the Administrator announced his decision, the Chief Medical Director (Dr. Paul B. Magnuson) and Assistant Administrators concerned in locating hospitals, were consulted and all participated in the appli-

cation of the formula to this particular selection. They were unanimous in their agreement on the selection and the use of the formula for future hospital sites.

Design and supervision of construction of the hospital will be handled by VA construction service.

New Drug Store Established

James G. Smith, brother of Pharmacist Oscar Smith of Pilot Mountain, recently purchased a business in Stokesdale and is now operating the firm as "Smith Drug Store."

Mr. Smith received his early pharmacy training in Pilot Mountain in his brother's store. He attended pharmacy school in Georgia, and after being licensed in that State, worked for a period in various Atlanta drug stores. He has been licensed in North Carolina by reciprocity.

*Pine State Ice Cream
is uniformly
nutritious - a high
quality Ice Cream
at all seasons
of the year -
North Carolinians
ask for it!*

RALEIGH, NORTH CAROLINA

I preparation in a hundred

Medical research, pharmaceutical improvements, and sometimes only the plain desire to follow the bandwagon, have resulted in your having to stock a thousand items that never existed a short time ago. Certainly that has happened with estrogenic hormones. But of the many estrogens standing side-by-side on your shelves, which ones are true achievements of research development? Certainly, ESTINYL* is one of these.

ESTINYL

(brand of ethinyl estradiol)

potent oral estrogen

ETHINYL estradiol, a derivative of estradiol the primary ovarian hormone is, the most potent oral estrogen in clinical use today. The effective dosage of ESTINYL may be as low as 0.02 mg. (1/3200 grain) per day. High activity, proportionately greater freedom from side effects, lower cost—these are the features that make ESTINYL one estrogen in a hundred.

Glance at ESTINYL, there on the shelf . . . an example of the genuine scientific achievements that have brought medicine and pharmacy to their present height. Come to think of it—is *that* all you have left? Might be well to re-order today.

ESTINYL Tablets, 0.02 or 0.05 mg., bottles of 100, 250 and 1000. ESTINYL Liquid, 0.03 mg. per 4 cc. (teaspoonful), 4 and 16 oz.

*R



Schering

CORPORATION

BLOOMFIELD, NEW JERSEY

IN CANADA, SCHERING CORPORATION LIMITED, MONTREAL



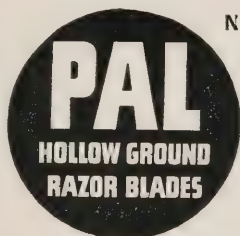


**PAL PRESENTS A NEW
HOLLOW GROUND
INJECTOR BLADE . . .**

**AND NEW ZIPAK
DISPENSERS!**

Pal announces with pride a sensational new Hollow Ground Injector Blade to fit Injector Razors. And a great new Dispenser, called Zipak, for Pal Single or Double Edge Blades. Zip!—and out pops a Pal. For greater profits, order Pal's new Zipak and Injector Blade now!

"Pal's the Blade It Pays to Push"



**NEW INJECTOR,
DOUBLE
and
SINGLE
EDGE**

Pal Blade Co., Inc., 43 W. 57th St., N.Y. 19

On the Line That Is Dotted

At a recent meeting of The Asheville Drug Club, Dave Blou handed out a bit of sage advice. Here is his little ditty entitled "Special For Ye Salesmen":

"And in those days, behold, there came through the gates of the city a salesman from afar off, and it came to pass as the day went by, he sold plenty.

"And in that city were they that were the order takers, and they that spent their days in adding to the alibi sheets, mightily were they astonished. They said to the other, 'What the hell; how doth he get away with it?'

"And it came to pass that many were gathered in the back office and a soothsayer came among them. And he was one wise guy. And they spoke and questioned him saying, 'How is it that this stranger has accomplished the impossible?'

"Whereupon the soothsayer made answer: 'He of whom you speak is one hustler. He ariseth very early in the morning and goeth forth full of pep. He complaineth not, neither doth he shirk. He is arrayed in purple and fine linen, while ye go forth with faces not shaven and ye bloweth smoke in the faces of the priests.'

"While ye gather here and say one to the other, 'Verily!, this is a terrible day to work,' he is already abroad. And when the eleventh hour cometh, this man needeth no alibis. He knoweth his line and they that would stave him off gave him orders. Men say unto him, 'Nay, Nay,' when he cometh in; yet when he goeth forth he has their names on the line that is dotted. He taketh with him two angels, 'inspiration' and 'perspiration' and worketh to beat hell.

"Verily I say unto you; go ye and do likewise."

Soviet Supermen

"Oh boy!" cried the Russian genius, who had got hold of an American mail-order catalogue. "Look at all these wonderful new things to invent."

* * * * *

As Moscow will get along in due time to claiming the Jeep as a Russian creation, it is suggested it 1st unscrew the "Made in Toledo" mfr's plate.—Sen. Soaper, syndicated col.



WHITE'S
Flavor-Rich
ICE CREAM

**Nutritious-
Vitamin-packed
GOOD!**

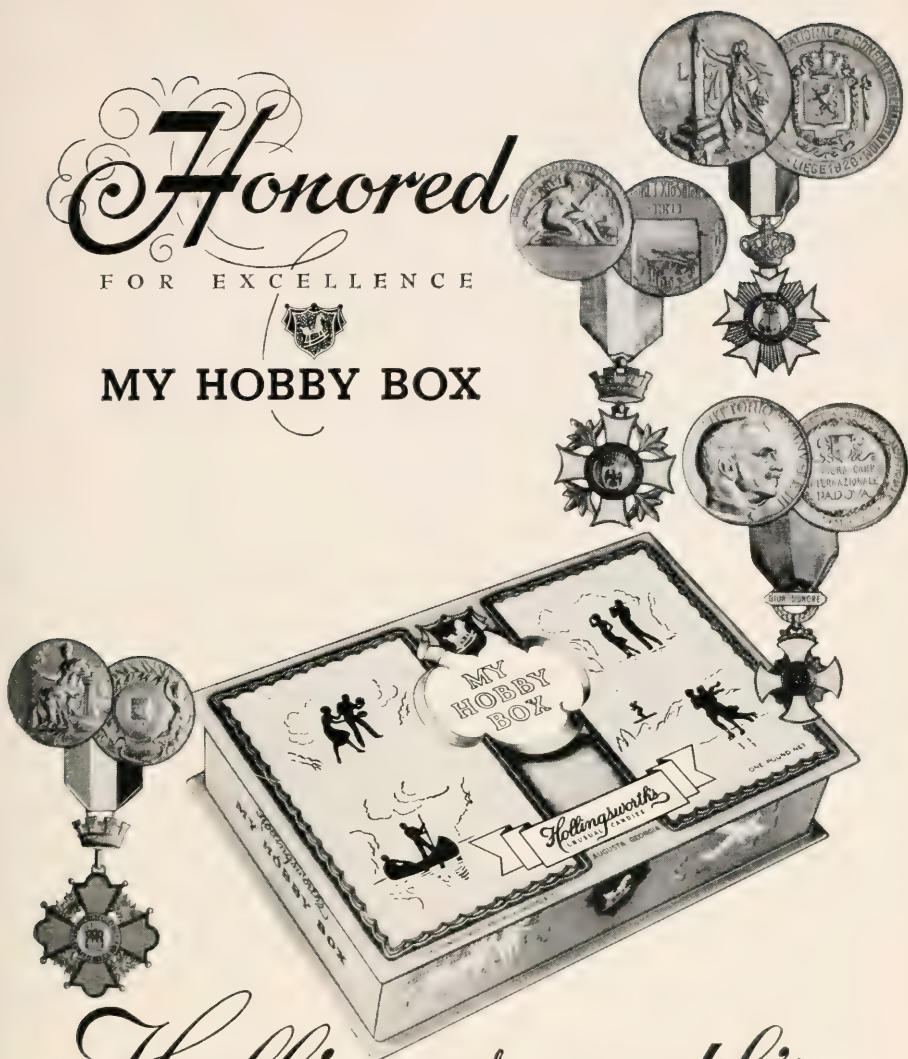
Take a package home today!

Honored

FOR EXCELLENCE



MY HOBBY BOX



Hollingsworth's

UNUSUAL CANDIES

FOR THOSE WHO LOVE FINE THINGS



Our North Carolina State Agent is:

F. O. Bowman
P. O. Box 688
Chapel Hill, N. C.

Our South Carolina State Agent is:

Ralph M. Crosson
1812 Marion Street
Columbia 3, S. C.

West End Pharmacy Has the "New Look"

Mr. J. F. Smith, of the West End Pharmacy, West End (Moore County) writes:

I have completely remodeled my "Old Curiosity Shop," which you marveled over when you were here in January. I was almost tempted to forego any alteration of that old shop; however, when it got to the place where I actually didn't have room to hang my hat I was compelled to alter and enlarge.

The old postoffice building next door became available in April, and has been taken over by us. The job of altering and conducting business as usual was tremendous, arduous, and at times very discouraging.

My prescription room is semi-visible and set apart from the main part of the store. It is entirely professional in design, even to the two apothecary's globes.

AMERICANA—This is the only country in the world where a man can ride in his own car to the courthouse to collect his unemployment-compensation check.

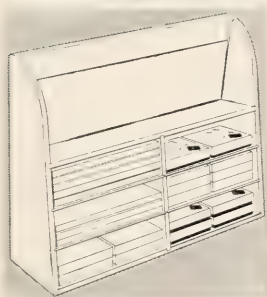
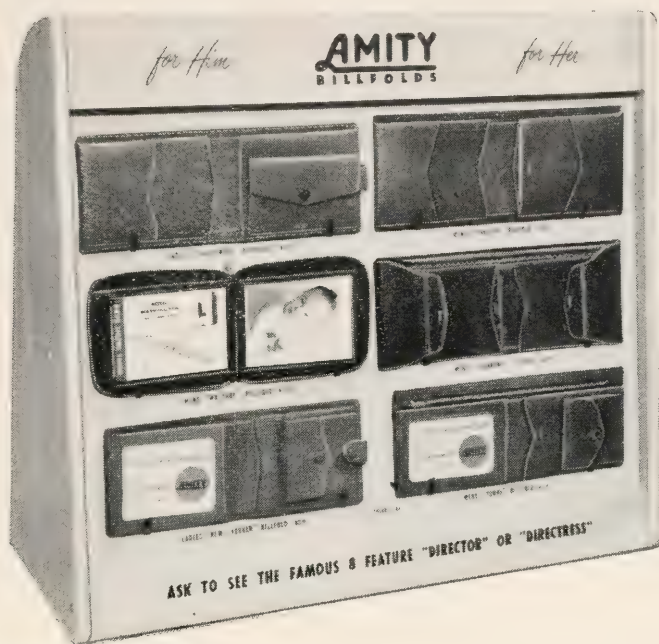
GOOD BUSINESS

By EDGAR GUEST

If I possessed a shop or store, I'd drive the grouches off my floor!
 I'd never let some gloomy guy offend the folks who come to buy;
 I'd never keep a boy or clerk with mental toothache at his work.
 Nor let a man who draws my pay drive customers of mine away.

I'd treat the man who takes my time, and spends a nickel or a dime,
 With courtesy and make him feel that I was pleased to close the deal.
 Because tomorrow, who can tell? He may want the stuff I have to sell.
 And in that case, then glad he'll be to spend a dollar all with me.

The reason people pass one door to patronize another store
 Is not because the busier place has better silks or gloves or lace
 Or special prices, but it lies in pleasant words and smiling eyes;
 The only difference, I believe, is in the treatment folks receive!



REAR VIEW OF CASE
SIZE: 20½" x 18" x 7"

AMITY

No. 500 STOCK-CONTROL COUNTER CASE
with
Proved Sales-Building
"SELECTOR PANEL"

The six stock compartments in back correspond to, and are placed directly behind the models displayed on the front. The compartments hold ALL the merchandise in this promotion:

6 "Waldorf" Billfolds.....	Retail \$2.00 each
4 "Towne" Billfolds.....	Retail \$2.50 each
4 "New Yorker" Billfolds.....	Retail \$3.50 each
5 "Director" Billfolds.....	Retail \$5.00 each
3 "Vagabond" Billfolds.....	Retail \$5.00 each
2 "Directress" Billfolds.....	Retail \$5.00 each

Price.....\$51.60

(Total retail value \$86.00)

You get the Counter Case at no extra cost.

JUSTICE DRUG COMPANY
GREENSBORO, N. C.

Dependable Service Since 1898

YOUR WHOLESALER IS ONE OF YOUR MOST VALUABLE ASSETS

Owens & Minor wants you to call on them at any time they can be of service.

Complete stocks of all pharmaceuticals, drugs, sundries and toys.

Fixtures, Fountains and drug store equipment.

Specializing in COMPLETE DRUG STORE SERVICE.



Owens & Minor Drug Company

Incorporated

1000 E. Cary Street Richmond, Va.

"Good drug wholesalers since 1882"

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT CHAPEL HILL, N. C.

W. J. SMITH, MANAGING EDITOR

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AUGUST, 1949

No. 8

Duplication of Brands

**Excerpts from an Address by Bert Mull, Director of
Trade Relations, Eli Lilly & Company**

There has been considerable discussion of the various evils in the drug trade most of which are imaginary. The greatest controversy seems to center on that thing called "duplication of brands." That this is an evil no sane individual will attempt to deny. Obviously, it should be wholly unnecessary for pharmacists to stock fifteen or twenty brands of penicillin. There is a possibility, however, that the evil has been exaggerated and that we have been more or less overcome by emotion. There are too many brands, without question, but it must be remembered that the same system of free enterprise that gives the manufacturer the right to make what he pleases allows the buyer the right of free choice in the matter of purchasing.

I protest most vehemently references to the prescription department as "chamber of horror," "morgue," and similar other uncomplimentary appellations. Average prescription department inventories in 1948 increased over 1947 at about the same ratio as the increase in sales. Moreover, intensive studies of increased prescription department inventories indicate that the increase is often due not to duplication of brands but to an over-supply of a few individual items. Excessive quantities will ruin prescription department inventories just as fast as they will ruin the inventories of any other department of the store. Excessive quantities have a far-reaching effect and can prevent

a spread of capital over other items in frequent demand thus depriving the department of the revenue from these items as well as the professional prestige lost by failing to have what the doctor prescribes.

Not so long ago it was common practice for physicians to prescribe five or six fluid extracts all mixed up together and the result was supposed to be a therapeutic agent. It did not matter so much what the fluid extracts were and they usually selected the ones they could spell. This is the age of specifics. During the last thirty years more specifics have been developed than in all of the thousands of years preceding. Thirty years ago about the only specifics were quinine for malaria and sulfur for itch. Now we have insulin, liver extract, the sulfa drugs, the antibiotics, all of which have found their places in medical care. We are looking eagerly forward and working for the control of heart disease, the common cold, and cancer. Any pharmacist who wants to practice the pharmacy of thirty years ago and is not willing to go along with current medical opinion is sure to suffer both professionally and financially.

In order to be successful in anything you have to like it. There is no middle ground. We could well be governed by the admonition of a famous Roman philosopher, Marcus Aurelius, who 2,000 years ago, enunciated this literary jewel: "Love the little trade which thou hast learnt and be content therewith."

50 Pharmacy Students Make Dean's List

Benjamin F. Cooper, Winfield Scott Gardner and Joseph Earl Hatcher made all A's in their studies at the School of Pharmacy, U. N. C., during the Spring Quarter.

These three students and an additional 26 persons made the Honor Roll by averaging 92.5% on all studies during the Spring Quarter. It is interesting to note that of the 29 persons making the Honor Roll, 20 were veterans.

None of the women pharmacy students made the honor roll, but two from this group were on the Dean's List (average 90% on all studies).

About one-fourth (50) of the pharmacy student body made the Dean's List. The distribution, by classes, was as follows: 1st, 12 students; 2nd, 6 students; 3rd, 19 students; and 4th, 13 students.

Page-Hocutt Remodels

Finishing touches on the remodeling program of the Page-Hocutt Drug Company, of Henderson, were completed the last week in July. A "hospital white" prescription room, air conditioning, and a new structural glass-aluminum front help to make this pharmacy one of the most up-to-date in the State. D. D. Hocutt and C. E. Page, Jr., are the pharmacists.

Hickory Notes

Spive Gilbert, for many years an employee of King's Pharmacy, is now assisting Brem Bonner of the Caldwell Drug Store, Granite Falls.

George E. Hayes has sold the Piedmont Pressing Club and is now doing part time work at the Hickory Drug Company. Mr. Hayes was licensed as a pharmacist in 1916.

Mr. and Mrs. Claude Suttlemyre toured the West Coast during July and early August. Their vacation extended over a six weeks' period.

In order to give his entire staff a well earned vacation, Joe Hern of People's Drug Store, Valdese, closed his business the week of July 4th.

Makes Liberal Contribution

Earl Tate, manager of the Lenoir Drug Company and first citizen of that town, recently turned over two \$100 checks to Secretary Smith. Earl directed the first check be presented to the Phi Delta Chi's for their house fund (the PDC's own a \$11,000 house on Fetzer Lane) and the second check be used to the profession's best advantage (we interpreted this to mean it ought to go into the Institute of Pharmacy fund).

Thanks, Earl. You are not only a good public citizen (he's serving his sixth successive term as mayor of Lenoir) but a mighty fine pharmacist to have in organized pharmacy.

Believe It or Not

Mr. and Mrs. T. J. Ham, Jr., of Yanceyville, recently attended a funeral in High Point, and therein is a story which appears to be a page out of Ripley's "Believe It or Not" book.

Here's the story in Mr. Ham's own words:

"We left the church after the service (11 A.M.) and asked the funeral director for directions to the cemetery. He told us to drive around the square and a patrolman would direct us into the procession to the cemetery.

"We entered the procession, and not knowing where the deceased would be buried, we kept going. We finally wound up 25 miles west of Mount Airy, the last 5 miles on red dirt road.

"When we reached the church, it was nearly full of people. The casket was brought in . . . it appeared to be the same as the one we had seen in High Point. But when the immediate family entered the church, we knew something was wrong. We had been directed by the patrolman of High Point into the wrong funeral procession. It didn't take us long to ascertain we were in a Jehovah Witness church.

"After the first prayer, we slipped out of the church, and after driving through a terrible storm, got home at 7 P.M. It didn't help matters any to learn the cemetery in High Point was only 7 blocks from the church."

Prescriptions Exclusively

A pharmacist from the Piedmont section of North Carolina writes: "I have been thinking of going in strictly for prescriptions next year, and would like to visit any pharmacy in the State operating on such a basis at the present time."

The pharmacist has been referred to Sewell's Pharmacy of Kinston, the Carolina Apothecary of Reidsville, and six other established pharmacies in the State.

Likes Fair Trade Book

J. E. Jenkins writes from Hartwell, Georgia: "We recently opened a drug store in this community and are in need of a Fair Trade price book. Since so many of our friends have stated your Association has the most up-to-date Fair Trade book obtainable, we will appreciate your sending us a copy. If it is the policy of your Association not to send books out of the State, please return our check."

Note: Book was shipped to Mr. Jenkins. When it comes to aiding those in the drug field, the N. C. Pharmaceutical Association knows no boundary lines.

License Revoked

At a special meeting of the Board of Pharmacy held in Chapel Hill on July 14, 1949, after due hearing and consideration of the evidence presented, the license of Joseph W. Brooks, of Concord, was revoked.

The Board of Pharmacy calls attention to those persons who employ pharmacists that the law requires a person to be licensed and in good standing before such an individual can accept the responsibilities of a pharmacist.

Another case, heard on the same date, was continued pending presentation of further evidence.

A Worthy Project

The current campaign of the National Association of Retail Druggists to raise funds with which to finance a "Bureau of

Education on Fair Trade" is a worthy project and deserving of your support.

Checks should be made payable to the "Bureau of Education on Fair Trade" and mailed to Mr. John W. Dargavel, Secretary, 205 West Wacker Drive, Chicago 6, Illinois. If you have a business that is doing under \$25,000 a year your check should be in the amount of \$5.00; from \$25,000 to \$50,000 a year, \$10.00; and over \$50,000, \$25.00.

A public relations program, estimated to cost \$100,000 a year for a 3-year period, will be carried on by the Bureau.

Gardner Drug Has New Look

Gardner Drug Company, Reidsville's pioneer drug store, has completed an extensive remodeling program. The business, organized in 1908, now boasts a beautiful store front. The store has been air-conditioned.

Gardner Drug Company is owned by the Link Brothers, Buck, Nathan and Phil, the latter a graduate of the U. N. C. School of Pharmacy.

Public Relations in Reverse

One Southern pharmacy advertises: "John Doe's Drug Store: luncheonette, home-cooked foods. Four registered pharmacists to serve you."

Here's the wording of a business card used by another pharmacist: "Electric refrigerators, radio and electric supplies, paint, hardware, coal, wood, glass, wallpaper, sporting goods, drugs, prescriptions, auto glass installed. If we don't sell it, it isn't made."

And then there's the pharmacist who displays in his window a placard that says, "We are tobacco men, not medicine men."

Pharmacy Talk

James A. Sappenfield abandoned his mortar and pestle at the Centerview Pharmacy, Kannapolis, on July 19th for a platform appearance before the Kannapolis Rotary Club. We hear his talk, "The Corner Pharmacy," went over big with the Rotarians.

YOU LIKE OUR SERVICE TO PHARMACISTS

**Here's Protection for your employees
and their families.**

Life Insurance on the franchise plan

Loss of time \$100.00 per month

Hospital \$5.00 per day (or more) for 90 days.

For every member of family

Surgeon's Fees \$10.00 to \$150.00 per operation.

For every member of family

Medical care (non surgical) hospital and home

All this is available to your employees on the pay roll deduction plan, on the following premium paying basis.

1. The employer pays entire premium which is deductible as business expense from income taxes.
2. The employer pays part of premium. That part which he pays is deductible as business expense from income taxes.
3. The employee pays it all, in which event employer may not deduct from income tax.

This is employee-employer goodwill relation.

It costs nothing to inquire. Every drug store member of the N. C. P. A. is eligible for this service.

Premiums payable monthly, quarterly, semi-annually or annually.
Write for particulars to

F. W. SARLES, State Manager

Inter-Ocean Insurance Company

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GREENSBORO, N. C.

AGENCY REPRESENTATIVES:

R. J. GOLDEN, MRS. J. E. FERGUSON, LUCAS ABELS

Survey of 117 Pharmacies Indicates Slight Business Decline in 2nd Quarter

Seventy-two member stores of the N. C. Pharmaceutical Association reported an average decrease of 7% in total gross sales for the second quarter of 1949 as compared with the same period of 1948. Forty-five stores reported an average increase of 6.7% for the second quarter.

The figures were compiled from survey cards sent in by member stores during July. All sections of the State were represented in the survey.

Since eight stores had less than 1% change, plus or minus, they were eliminated in compiling the average figures. One member from Florida reported an increase of 6% in gross sales for the second quarter.

A comparison of the second quarter report with the first quarter (May, 1949 issue of THE CAROLINA JOURNAL OF PHARMACY) indicates a slight decline in business during April, May and June. During the first quarter of the year, 57 stores reported an average increase of 7.8% while 51 stores reported an average decrease of 7.7% in total gross volume.

Here are the individual reports, as sent in by member stores during July:

SALES DECREASES

7 stores reported 1% decrease
4 stores reported 2% decrease
8 stores reported 3% decrease
3 stores reported 4% decrease
13 stores reported 5% decrease
3 stores reported 6% decrease
4 stores reported 7% decrease
9 stores reported 8% decrease
4 stores reported 9% decrease
7 stores reported 10% decrease
1 store reported 11% decrease
1 store reported 12% decrease
1 store reported 13% decrease
4 stores reported 14% decrease
1 store reported 20% decrease
2 stores reported 25% decrease

SALES INCREASES

3 stores reported 1% increase
5 stores reported 2% increase
5 stores reported 3% increase
5 stores reported 4% increase
11 stores reported 5% increase
2 stores reported 6% increase
1 store reported 7% increase
1 store reported 8% increase
2 stores reported 9% increase
2 stores reported 10% increase

2 stores reported 12% increase
1 store reported 17% increase
1 store reported 19% increase
1 store reported 23% increase
2 stores reported 26% increase

On a geographical basis, here are the results of the survey:

Western (Mountain) Area

24 stores reported average decrease in total gross business of 7.7%.

9 stores reported average increase in total gross business of 9.3%

Central (Piedmont) Area

23 stores reported average decrease in total gross business of 6.5%

19 stores reported average increase in total gross business of 5.7%

Eastern (Coastal) Area

25 stores reported average decrease in total gross business of 7.2%

16 stores reported average increase in total gross business of 7.0%

Two Asheville stores reported total gross sales decreases (25% and 7%) for the second quarter; one Asheville store reported an increase in business of 17%. Two Gastonia stores reported decreases (8% and 10%) and one reported business up by 10%.

Two Charlotte stores reported increases (4% and 12%) and two reported business down (5% and 13%). Two High Point stores reported increases (1% and 9%) and one High Point store reported business off 8%.

Three Winston-Salem stores reported increases (4%, 10% and 12%) while another three stores in the same city reported total gross sales off (2%, 5% and 8%). Three Greensboro stores reported increases (2 at 2% and 1 at 5%) and two reported business had declined (3% and 14%).

Two Durham stores reported increases (2% and 5%) and two stores in the same city reported total gross sales off (1% and 8%). One Raleigh store reported their sales up by 2% and two stores in the Capital City reported decreases (3% and 5%).

One store in Rocky Mount reported an increase of 5% and another store in the same city reported their total gross sales had dropped 9%. In Goldsboro two stores reported a decrease of 4% and 25%. One store in Elizabeth City reported an increase of 6%, another store in this same city reported a decrease of 5%.

It would be interesting to know how two pharmacies in the State have been able to increase their business 26% over the second quarter of 1948. Likewise, the reasons for the 25% decrease in business, as reported by two stores, would be of value to many drug store proprietors, if known.

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candy ever made



Old Dominion

bon bon coated

mint butter creams

unaffected by Summer Heat

will give you cool candy profits
never before possible
during the Summer Season

Old Dominion Candies

ROANOKE, VIRGINIA

B. FRANK PAGE DIES

Heart Attack Fatal to Pharmacy Leader

B. Frank Page, 70, president of the W. H. King Drug Company of Raleigh and one of the State's most outstanding pharmaceutical leaders for over four decades, died July 22 as the result of a heart attack suffered two weeks previously.

A year ago Mr. Page was stricken with heart disease, but made a steady recovery and resumed his business activities. He was taken to Rex Hospital in Raleigh when he suffered his second attack on July 4th, but failed to show a sustained rally toward recovery.

The funeral was held at the home in Raleigh on Sunday afternoon, July 24, with burial in Oakwood Cemetery. Friends of the family and business associates of Mr. Page from several states assembled in Raleigh for the funeral, and were present when he was laid to rest beneath some towering oaks, which typified the high fidelity and strong character always exhibited by him as a pharmacist, teacher and business leader.

Attending the funeral were pharmacists who first knew Mr. Page as "Professor Page" of the Page School of Pharmacy. And a larger group who knew Mr. Page as a business consultant and a friend. Here were gathered together pharmacists who got their start with the aid and advice of Mr. Page. And there were others who remembered the dark days of the late 30's and of how the keen understanding and business wisdom of this great man came to their rescue. And there were those of us who knew of the kindly deeds of this man, of his constant support of all worthy activities to elevate the profession, and of his generous contributions to The Research Foundation, of which he was a director, and the Institute of Pharmacy.

Mr. Page was born near Rowland and spent his boyhood and early manhood in Asheboro. While enrolled at the University of N. C., from which institution he graduated in 1902, he served as student assistant to Dean E. V. Howell.

In 1902 he became associated with the L. Richardson Drug Company of Greensboro, which was sold to the present owners, the Justice Drug Company, in 1905. Mr. Page continued with Justice until 1913, when he resigned to become secretary-manager of the W. H. King Drug Company in Raleigh.

It was while with the Richardson Drug Company that he founded Page's School of Pharmacy in 1903. He moved the school to Raleigh when he joined King, and continued as instructor, until 1917 at which time he closed the school.

He was elected president of W. H. King Drug Company in 1917, a position which he held continuously until his death. He was also president of the Peabody Drug Company, Durham; the King Drug Company, Florence, South Carolina; and the Carolina Surgical Supply Company, of Raleigh.

Mr. Page joined the N. C. Pharmaceutical Association in 1906 and was made a life member in 1930. He served as local secretary of the convention committee in 1930, and as a member of the Trade Interests Committee (1929-'30), the U. N. C. Pharmacy School Visitation Committee (1931-'32), the Legislative Committee (1935-'36-'37) and the Board of Tellers (1936-'37).

In Raleigh, Mr. Page took an active interest in civic and business affairs and was a charter member of the Kiwanis Club. He was a member of the Hayes Barton Methodist Church.

His first wife, the former Miss Bertha Coffin of Asheboro, died in 1933; and in 1945 Mr. Page married Mrs. Ruth Ingram Douglass of Raleigh. Surviving are his wife; two children by the first marriage, Mrs. Elizabeth Page Erickson and Mrs. Helen Page Gaither of Raleigh; and four stepchildren, C. I. Douglass of New York City; and S. Ernest Douglass, C. B. Douglass and Miss Ella Douglass of Raleigh.

MORE OPERATING CASH

Experience has proved that the best way for a retail druggist to meet his need for more operating cash is to buy in accordance with his current needs through the service wholesaler. Why tie up money in excessive stock? Profit opportunities come only with selling. Therefore, take advantage of our complete wholesale service and buy as needed from us. Our stocks are replete with fresh, new drug-store merchandise. We feature Lilly pharmaceuticals and biologicals. All orders are shipped without delay.

THE PEABODY DRUG COMPANY

DURHAM, NORTH CAROLINA



EARL H. TATE, Pharmacist-Mayor of Lenoir, is shown presenting a citation for outstanding community service to MR. and MRS. E. F. RIMMER of Sanford. Story on opposite page.

Mr. & Mrs. E. F. Rimmer Honored

At the conclusion of a testimonial dinner in Sanford on July 20, Mr. and Mrs. E. F. Rimmer were awarded an American Druggist plaque "for Community service." Earl H. Tate, Pharmacist-Mayor of Lenoir and the recipient of a similar plaque in 1948, made the presentation on behalf of the *American Druggist* magazine.

Chief address of the evening was made by A. H. (Sandy) Graham of Hillsboro, a lifelong friend of Mr. Rimmer. Mr. Graham is a former lieutenant governor of North Carolina and former chairman of the State Highway Commission.

Nearly 100 friends of the Rimmers were present to hear the many tributes paid to them. The N. C. Pharmaceutical Association was represented by T. J. Ham, Jr., immediate past president; W. R. McDonald, Jr., president-elect, and Secretary W. J. Smith. Mrs. Ham and Mrs. Smith represented the Woman's Auxiliary.

Other out of town guests included Mr. and Mrs. Clyde Eubanks, Chapel Hill; Mr. and Mrs. P. A. Lee, Dunn; Messrs. Lawrence Thomas, Stephen Forrest and Lynn Davis of Greensboro.

Representatives of various fields in which the Rimmers have been active in Sanford and in the State spoke briefly, telling of their activity in each line of endeavor. These speakers included: Rev. Yancey C. Elliott, Pastor of the First Baptist Church; Mrs. J. Howard Brown, of Tarboro, representing The Order of the Eastern Star; J. Allen Norris representing The Red Cross; Dr. Mary Margaret McLeod, representing the Lee County Medical Society; Mrs. Chas. L. Scott for The Sanford Woman's Club; Gabe Holmes representing The American Legion and The Forty & Eight; W. H. White for The Masonic Bodies; D. B. Teague for The Kiwanis Club and Mrs. Edward Wicker, representing the employees of Rimmer's Drug Store.

The various speakers were introduced by Dr. Floyd L. Knight, who acted as toastmaster. The official sponsor of the dinner, the Sanford Chamber of Commerce, was represented by President Harry Gaw.

The citation awarded to Mr. and Mrs. Rimmer is the fourth of its type presented in this State. Previous winners included Paul B. Bissette, Wilson; Thomas R. Hood, Dunn (now of Dunedin, Florida), and Mayor Tate. The plaque awarded to the Rimmers is unique in that it is the first to be awarded to a man and his wife in this country.

Both Mr. and Mrs. Rimmer are licensed pharmacists and their daughter, Mrs. Frances R. Youngblood, is also a pharmacist.

Food, Drug & Cosmetic Act Discussed

Members of the Henderson County Medical Society and representatives of five of the six pharmacies of Hendersonville met in that city on August 5 to hear a discussion of the Food, Drug & Cosmetic Act and of Article 172 of the Federal regulations relating to furnishing of narcotics pursuant to telephone advice of practitioners.

Wiltshire Griffith, of the Freeze Drug Company, arranged the program and introduced the speaker, Secretary W. J. Smith of Chapel Hill.

Special guests for the occasion included Attorney F. O. Bowman of Chapel Hill and T. J. Ham, Jr., of Yanceyville, the immediate past president of the N. C. Pharmaceutical Association.

Sandwiches and cold drinks were served at the conclusion of the program.

Marriage

In Copenhagen, an insurance company has been founded which will specialize in insuring young girls against remaining single. Each year they will pay a certain premium, depending upon their age, and if they have not found a husband within a stated period of time, the company will either pay a life pension or a lump sum.

Visit Indiana

Dr. and Mrs. Herman O. Thompson, of Chapel Hill, are on a visit to Indiana. While in that State the Thompsons plan to visit the Pharmacy School at LaFayette and the Lilly Laboratories of Indianapolis.

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TOP QUALITY—POPULAR PRICES—RAPID SERVICE—
LIBERAL DISCOUNT

We are serving many of the finest drug stores and camera shops in the Carolinas and Virginia including:

Apothecary Shop, Elizabeth City, N. C.
Ashland Camera Shop, Ashland, Va.
B & M Drug Co., Crewe, Va.
Basarts Drug Store, Greenville, N. C.
Baxter's, New Bern, N. C.
Bells Drug Store, Greenville, N. C.
Boyd's Camera Shop, Fayetteville, N. C.
Brame Drug Store, N. Wilkesboro, N. C.
Bunch Drug Store, Goldsboro, N. C.
Butler & Carroll Drug Co., Dunn, N. C.
Bynum's Drug Store, New Bern, N. C.
Campbell Pharmacy, Hamlet, N. C.
Carolina Rexall Store, Wadesboro, N. C.
Clark's Pharmacy, Williamston, N. C.
Coleman Walgreen Agency, Jacksonville, N. C.
Connell's Drug Co., Henderson, N. C.
Culpepper Book Store, Culpepper, Va.
Dameron Drug Store, Tabor City, N. C.
Davis Pharmacy, Williamston, N. C.
Day's Drug Store, Spruce Pine, N. C.
Edwards Drug Store, Wake Forest, N. C.
Edwards Pharmacy, Ayden, N. C.
Emporia Drug Co., Emporia, Va.
Evans Pharmacy, Dillon, S. C.
Everington Drug Store, Laurinburg, N. C.
W. B. Fearing, Manteo, N. C.
Fox Drug Co. Inc., Rockingham, N. C.
Fremont Drug Co., Fremont, N. C.
Goldsboro Drug Co., Goldsboro, N. C.
Hall Drug Co., Scotland Neck, N. C.
Haney's Pharmacy, Waynesboro, Va.
Hilton Pharmacy, Hilton Village, Va.
Hobby Center, Newport News, Va.
Homes Pharmacy, Bowling Green, Va.
H. R. Horne & Sons, Fayetteville, N. C.
Howell Drug Co., Raeford, N. C.
Hughes Drug Co., Ashland, Va.
Jay Bee Drug Co., Dillon, S. C.
Johnson Drug Co., Smithfield, N. C.
Jones Drug Co., Franklin, Va.
Jones Pharmacy, White Stone, Va.

Lenoir Drug Store, Lenoir, N. C.
 Lincoln Cut Rate Drugs, Inc., Lincolnton, N. C.
 Louisa Drug Co., Louisa, Va.
 Matthews Drug Co., Roanoke Rapids, N. C.
 McIntyre Drug Co., Dillon, S. C.
 Miller's Camera Shop, Williamsburg, Va.
 Mineral Drug Store, Mineral, Va.
 Mitchener's Pharmacy, Edenton, N. C.
 Montgomery Drug Co., South Hill, Va.
 Morehead City Drug Co., Morehead City, N. C.
 Nansemond Drug Co., Suffolk, Va.
 Parker's Drug Store, Henderson, N. C.
 Pettus Garland Drug Co., South Hill, Va.
 Ragsdale Studio, Chase City, Va.
 Ramseur Pharmacy, Ramseur, N. C.
 Red Springs Drug Co., Red Springs, N. C.
 Rice's, Kilmarnock, Va.
 Ricks Drug Co., Rocky Mount, N. C.
 Ricketts Drug Store, Orange, Va.
 Ridenour Studio, Fayetteville, N. C.
 Rock Drug Co., Valdese, N. C.
 Rosemary Drug Co., Roanoke Rapids, N. C.
 Scotland Drug Co., Laurinburg, N. C.
 Louis Selig, Elizabeth City, N. C.
 Selma Drug Co., Selma, N. C.
 Souder's Pharmacy, Fayetteville, N. C.
 Spencer Drug Co., Blackstone, Va.
 E. M. Stratton, Gordonsville, Va.
 Wakelon Drug Co., Zebulon, N. C.
 Ward Drug Company, Nashville, N. C.
 Warren's Drug Store, Greenville, N. C.
 Warsaw Drug Co., Warsaw, N. C.
 Watkins Wood Drug Co., Emporia, Va.
 White's Pharmacy, Hilton Village, Va.
 Windsor Pharmacy, Windsor, N. C.
 Woolard's, Henderson, N. C.
 Zoeller Drug Co., Tarboro, N. C.

In addition we finish for 40 drug stores in Richmond.

Let us serve you, too. Samples and full information on request.

8th & Main Sts.
 P. O. Box 658
 Richmond, Virginia



NARD Convention Program Announced

Men of national prominence and renowned entertainers are included in the program of the 51st annual convention of the National Association of Retail Druggists to be held in New York City September 18th through the 22nd. The headliner among the speakers is Vice-President of the United States, Alben W. Barkley. The New York Philharmonic Orchestra has been engaged to give an exclusive concert under the sponsorship of E. R. Squibb & Sons.

The Drug Show will accent business promotion in a buyer's market. It will constitute a school with a curriculum that covers the entire operation of a drug store. The latest ideas on stimulation of sales will be featured.

Other speakers of national prominence on the convention program are Edgar Guest, the noted poet and sage; Oscar R. Ewing, federal security administrator; United States Senator Hubert H. Humphrey, Jr., from Minnesota; Congressman Charles A. Halleck of Indiana and Wright Patman of Texas.

The public health program of President Truman will be discussed from opposite viewpoints by Mr. Ewing and Dr. Louis H. Bauer, chairman of the board of trustees of the American Medical Association. Also J. O. Peckham, executive vice-president of A. C. Nielsen Company of Chicago, will report on socialized medicine as he observed it in England.

Five speakers will deliver addresses on topics that pertain to the prescription department or the profession of pharmacy. They are H. J. Anslinger, United States commissioner of narcotics; Frederick D. Lascoff, prominent retail pharmacist of New York City; Dr. H. C. Newton, dean of the Massachusetts College of Pharmacy; Robert A. Hardt, vice-president of Hoffmann-La Roche, Inc.; and Charles F. Lanwermyer, chief pharmacist of the Abbott Laboratories.

Fair Trade will receive extensive consideration. The system of stabilized prices will be discussed in various reports and also

in the addresses of Senator Humphrey and Maurice Mermey, director of the N.A.R.D. Bureau of Education on Fair Trade. Speakers on the related subject of small business include Congressmen Patman and Halleck.

M. L. Finneburgh, general sales manager of the Liquid Carbonic Corporation will tell "The Personality Story." J. W. Snowden, prominent drug store architect, will describe the Home Supply Village. He presents it as the answer to the problem of the super-market.

On the business promotion panel are J. E. Lansdowne, assistant manager of the trade relations department of Eli Lilly & Company; Harry W. Meyer, general sales manager of the International Cellucotton Products Company; W. L. Arscott, field sales manager of E. R. Squibb & Sons; Zenn Kaufman, merchandising director of Philip Morris & Company; and H. S. Thomas, assistant sales manager of the Eastman Kodak Company.

The general entertainment program will have on it the dance orchestra of Blue Barron under the sponsorship of Bristol-Myers; the radio show "Take It or Leave It" on the airwaves for Eversharp, and a sports show under the sponsorship of Gillette. Other numbers are to be added to the general entertainment program. One of them will be a surprise by Bourjois.

The special activities arranged for the women include a matinee and the hostess is to be Harriet Hubbard Ayer; a boat trip arranged by the U. S. Time Corporation; and a luncheon and a Lilly Dache Style Show under the sponsorship of Coty. Also there will be tours to places of interest in New York City.

Fair Trade Covers Four Per Cent of Retail Field

Recent figures on the nation's retail trade show that fair-traded merchandise accounted for four per cent or \$5,000,000,000 (\$5 billion) of the estimated 1948 total volume of \$128,000,000,000. (\$128 billion.)

Starling Elected President of King Organization

Homer C. Starling, for the past 19 years treasurer of the W. H. King Drug Company and affiliates, has been elected president of the organization, succeeding B. Frank Page, who died recently.

In addition to becoming president of the W. H. King Drug Company, Mr. Starling will also serve as president of the Peabody Drug Company, Durham; the King Drug Company, Florence, South Carolina; and the Carolina Surgical Supply Company of Raleigh.

Mrs. B. Frank Page, the widow, was elected secretary-treasurer of the W. H. King Drug Company and the three affiliates, succeeding Mr. Starling. Earle Jones will continue as vice-president of the W. H. King Drug Company.

The three affiliates will operate under the direction of executive vice-presidents, with John A. Weatherford in charge of the Peabody Drug Company; Harry H. Montgomery managing the King Drug Company in South Carolina, and Travis H. (Tommy) Tomlinson at the active helm of the Carolina Surgical Supply Company.

Mr. Starling is a native of Roseboro. He attended Oak Ridge Military Institute and the University of North Carolina, graduat-

ing from the latter in business administration in 1925. He began his business career with the Peabody Drug Company at Durham in 1926 as treasurer, and went to Raleigh in 1930 as treasurer of the W. H. King Drug Company.

The new president of the King organization is a member of the Lions Club, of which he is past president; served as director of the Raleigh Y.M.C.A., and is a member of the Carolina Country Club. He has taken an active interest in civic and business affairs for a number of years.

A New Design for a Mortar and Pestle

A revolutionary type mortar and pestle has been designed by M. L. Cooper, practicing pharmacist of Baltimore, Md., to replace the conventional type now in use throughout the world. Mr. Cooper describes his new mortar and pestle in an illustrated article featured in the July issue, Practical Pharmacy Edition, *Journal of the A. Ph. A.*

The use of the mortar by the apothecary is referred to in Old Testament history, in the stone carvings of the Pharaohs, and numerous times in early literature. The conventional mortar design used by most pharmacists was introduced in 1780 by Wedgewood, and until Mr. Cooper's invention, has been looked upon more or less as the standard type.

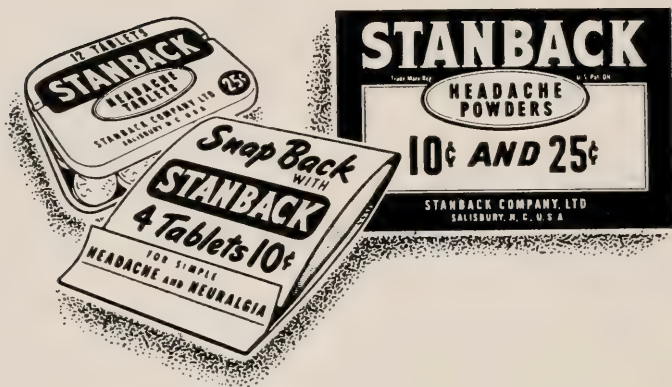
In describing his new type mortar, Mr. Cooper said, "This conventional type of mortar and pestle has served us well in the past, but we must progress with the times. There is need for a change in design to facilitate faster and better mixing, possibly by creating a change from a concave mortar and convex pestle to a flat-bottom mortar with vertical sides and a flat-bottom pestle with vertical sides of such diameter as to fit exactly into the mortar. Such a mortar and pestle would provide maximum contact as compared to a limited contact surface found in the conventional type."



H. C. STARLING
President

For Extra Profits!

Display - Sell:



STANBACK HEADACHE POWDERS and STANBACK HEADACHE TABLETS are fast repeaters—give you extra profits per dollar invested.

The same quick-acting formula in both STANBACK POWDERS and STANBACK TABLETS brings satisfied customers back to your store again and again.

All over America people are saying:

Snap Back with

STANBACK

Parke-Davis Establishes New Branches

Creation of a new Branch in Atlanta, and a reconstitution of the Baltimore Branch, have been undertaken recently to provide better service for customers in the east and southeast, according to Harry J. Loynd, Vice-President in Charge of Sales and Promotion.

The Atlanta office, formerly operated as a depot, has been made a full-fledged Branch. W. L. Johnson, formerly Manager of the Baltimore Branch, will manage the new Atlanta Branch. With him will be R. T. Sanner, Assistant to the Branch Manager; F. R. Hart, Branch House Manager; and C. B. Wilson, Field Manager. The Atlanta Branch will serve Parke-Davis customers in the states of Florida, Georgia, South Carolina, and parts of North Carolina and Tennessee.

The Baltimore Branch, which formerly served the territory now taken over by the Atlanta Branch, will serve the states of Virginia, the remainder of North Carolina, and the territory previously served by the Philadelphia Branch. The former Philadelphia Branch will become a depot under the direction of the Baltimore Branch.

C. D. Moon, former manager of the Philadelphia Branch, has assumed management of the reconstituted Baltimore Branch. His Assistant Branch Manager, as in Philadelphia, will be Elliott Powers. L. A. Johnson will serve as Baltimore Branch House Manager; and W. H. Bevington is Philadelphia Depot Manager.

The Public's Health—Your First Concern

Cancer of the Lung

Because some of those who come seeking relief from a persistent cough may have cancer of the lung, the pharmacist's part in the fight against this form of cancer is an especially important one. Traditionally, lung cancers are among the most deadly; but modern surgery can treat them with good hope of success in their early stages. Once again, it is a question of early diagnosis.

Perhaps only one out of ten lung cancers is discovered in time.

Lung cancer is primarily a disease of men, who have 90 per cent of the cases reported. Possibly this is because men are more exposed than women to environmental factors such as certain types of dust, or radioactive substances in industry. The common age for lung cancer is 40 to 70, with the peak estimated at 53.

A persistent cough, whatever its possible cause, does not necessarily mean cancer of the lung; almost everyone coughs, more or less. What is to be watched for as a danger signal is a *change* in coughing habits. Just as a change in bowel habits is a frequent symptom of cancer of the stomach, so a change in coughing habits is very often a warning of lung cancer. The change may take various turns: The chronic cough may become spasmodic, or productive of more phlegm. An infrequent cough may become chronic, day and night. In its early stages, the cough of lung cancer does not necessarily bring up much sputum. Later, there is apt to be continuous streaking of the sputum with blood, or actual hemorrhage. It has been said that lung cancer "may simulate almost any disease of the respiratory tract." It may seem like tuberculosis, for example, although there is apparently no relation between the two.

Since a persistent cough may possibly be an indication of any of these serious maladies, many pharmacists recommend consulting a physician when clients complain of coughs that hang on.

In over half the cases, a cough is the first symptom of lung cancer. Others which are sometimes found include loss of weight, wheezing, and pain—sometimes a sharp pain after coughing, or a constant dull ache deep in the chest, or only a vague, persistent feeling of discomfort in this region. The persistent cough is the thing to watch for, and especially the cough that changes.

Diagnosis of lung cancer may require some weeks of examination, involving x-ray and other methods. The curve of success in surgical treatment of lung cancer has been rapidly rising. The great problem in this

(Continued on Page 407)

BIGGEST **O-N** ADV.
CAMPAIGN IN HISTORY

for ITCH-BURN of
ATHLETE'S FOOT



RINGWORM INSECT
BITES, POISON OAK

*Sells!
Repeats*

\$ 2.80
DOZEN
2 BONUS

AT YOUR WHOLESALE

ADVERTISED

**OWEN DRUG
COMPANY**

SALISBURY, NORTH CAROLINA



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\$2.80
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A salute to the **RETAIL DRUGGISTS** **of North Carolina**

Owen Drug Company temporarily interrupts its series to drug wholesalers to pay tribute to the RETAIL DRUGGISTS of our great state.

In the modern scheme of drug merchandising, the druggist is the vital link between the doctor and the patient. He may vend everything from food to hardware, but prescriptions and proprietaries form the basis of his operation, the purpose of his life.

In no other profession or business is public service more vital to humankind. And in no other field is accuracy, intelligence, reliability and hard work more pronounced.

We hope by the time these lines are published every druggist in the state has either had a nice vacation or is looking forward to one. We hope, too, that someday there'll be a united effort on the part of the druggists of the state to build one or more vacation retreats; possibly one at the seashore and one in the mountains. Then every association member should be induced to pledge . . . "*I agree to take off at least two unbroken weeks each year for rest and recreation.*" There are too many good "old dogs" who need to be taught new tricks . . . just as there are too many doctors who preach rest and recreation day by day and then die over a prescription pad.

Do's & Dont's for Wholesalers Sales Meetings

Most of the wholesale druggists of the State schedule regular weekly meetings, generally on Saturday morning, at which time their sales representatives are brought up-to-date on new-merchandise, deals to be introduced to the trade, etc. In connection with these meetings, the National Wholesale Druggists Association recently announced a set of rules, which we are reprinting in the belief they will be helpful to the more than 400 sales representatives or wholesale personnel directly concerned with sales campaigns.

Don'ts for the Salesman

1. Don't ask to appear at the meeting unless you have a definite message.

2. Don't apologize for talk or preparation. Say what needs to be said without apologies. Excuses weaken a presentation.

3. Don't ask for questions from the audience.

4. Don't take advantage of the time allotted by running overtime. If you have only a two-minute story, only take two minutes.

5. Don't brag about the number of deals you personally sold. Instead use the time to try and give the salesmen a story of how you did it.

6. Don't make comparisons between wholesalers on past accomplishments.

7. Don't give quotas to the salesmen at the meeting. Let the Sales Manager handle this phase of the program.

8. Don't offer bonuses or prizes to salesmen without clearing with the Sales Manager. Even then it is best to let the Sales Manager handle this part of the presentation. Don't tell the salesmen they will earn so much in commission.

9. Don't criticize salesmen about past performances. This is the Sales Manager's job.

10. Don't deal in statistics unless these are included on charts.

Do's for the Salesman

1. Make definite arrangements in advance with the Sales Manager as to time and place of meeting and be there.

2. Prepare an outline of talk and submit to Sales Manager to insure that he has complete knowledge of the subject matter.

3. Have samples of your product when presenting your story.

4. Tell the salesmen what the promotion consists of and break it down so the salesmen will have a complete picture of the program, in order to present intelligently to the druggist.

5. Give a clear concise sales story—something that the salesman can use when he is talking to a retailer. If possible, tell of a plan that has been used successfully.

6. Emphasize the important selling points—Drive these home.

7. Present the story in orderly fashion . . . be brief.

8. Put your point across fast, direct and hard.

9. Give one or more reasons why the retailer should buy.

10. Be sincere about wholesaler's accomplishments.

Don'ts for the Wholesaler

1. Don't say to the manufacturer's representative, "We are running behind schedule—perhaps you can cut your talk to five minutes."

2. Don't leave the impression with the representative that you are doing him a favor by having him appear on the program.

3. If you have questions about company policy matters discuss this later, not in the sales meeting.

4. Don't make joking remarks about the lack of turnover orders.

5. Don't allow the impression to creep into the salesman's mind that because a similar promotion was worked in a recent period that a constructive selling job cannot be accomplished on the line presented.

6. Don't have competing representatives on the same sales meeting program . . . if this can be avoided.

7. Don't schedule a promotion on any item at an unreasonable period.

8. Don't invite a manufacturer's repr.

sentative to appear on your program simply to fill up time.

9. Don't, in opening remarks, ever give the impression that the line being presented is of secondary importance.

10. Don't permit questions about the manufacturer's selling policy in the meeting.

Do's for the Wholesaler

1. Have a display of the manufacturer's item or line in the sales meeting room.

2. Be considerate of the representative . . . he may have traveled 200 miles to appear on your meeting program.

3. See that the representative goes on the program at the time assigned.

4. Give the representative a good introduction. Thank him for his cooperation.

5. Stress the importance of the manufacturer's line to the wholesaler's over-all business . . . make certain that the salesmen understand.

6. Make certain that the selling period immediately following the meeting features

the item or line presented by the manufacturer's representative.

7. Review briefly the highlights of the talk before the representative leaves the room. Request the support and cooperation of all salesmen.

8. Make certain that the salesmen understand the importance of the item or line and its benefit to the druggist. Emphasize profit.

9. State that any points not clear will be discussed individually after the meeting.

10. Thank the representative for appearing on your program.

Fair Trade Upheld by State Legislatures

Not a single bill to repeal fair trade has been enacted in 1949 although repeal legislation was introduced this year in the legislatures of the following states—Colorado, Connecticut, Idaho, New Mexico and Washington. The state legislature of Florida passed an amended fair trade law just before adjourning.



Reaco B-Complex with C Tablets

\$20.00 Doz. 100s

Reaco A & D Capsules

\$10.00 Doz. 100s

A. E. P. Tablets

\$24.00 Doz. 100s

Pyridoxine HCl (B6) 10 mg. Tablets

\$2.75 per 100

Pyridoxine HCl (B6) 25 mg. Tablets

\$5.75 per 100

Pyridoxine HCl (B6) 50 mg. Tablets

\$9.75 per 100

Reavita Capsules

\$34.80 Doz. 100s

Your cooperation in stocking Reaco Products is appreciated.

REACO PRODUCTS

P. O. Box 1922

DURHAM, NORTH CAROLINA



Convention Snapshots

If you attended the recent annual convention of the N. C. Pharmaceutical Association and its affiliated auxiliaries, held in Durham and Chapel Hill, you may find yourself pictured on the opposite page. These pictures were made by Galeski Photo center of Richmond.

Prescription Balances Repaired

Speedily Accurately Economically
Our convenient Southern location and competent shop technicians eliminate useless waiting and decrease repair costs.

PHIPPS & BIRD, Inc.

303 S. Sixth Street Richmond, Va.

SPECIFIC THERAPY SPECIFIC POTENCY

For oral anti-anemia therapy, more and more physicians specify "Valentine" liver products. Each 45 cc. of

Liquid

EXTRACT OF LIVER

"VALENTINE" (U.S.P.)


represents 1 U.S.P. Oral Unit containing the important Cohn-Minot and Whipple fractions, as well as over twice M.D.R. riboflavin per fluidounce. In 8 fl. oz. bottles.

For intramuscular use, specify

LIVER INJECTION CRUDE U.S.P.

"VALENTINE"

(1 U.S.P. Injectable Unit per cc.) In 10 cc. vials



Valentine Co.

RICHMOND, VA.

Since 1871

ATTENTION PHARMACISTS: The advertisement above is appearing in national and sectional medical journals. Check your stock. Be sure your supply of Liquid Extract of Liver "Valentine" is adequate.

Information gladly supplied

BONUS DEALS

Effective Until Further Notice

TINA-CIDE

35c Size—(List \$2.40)

1 Dozen—1/12 dozen BONUS from Wholesaler

3 Dozen—1/4 dozen BONUS from Wholesaler

* Plus—1/4 dozen BONUS, Direct

* Direct Bonus sent upon receipt of wholesale invoice

COMBINATION PACKAGE

EDWARDS FOOT POWDER & TINA-CIDE

1 Dozen—

1/6 dozen

BONUS from
Wholesaler

TINA-CIDE

69c Size—

(List \$4.80)



J.P.B. CONNELL
HENDERSON



D. A. PLEMMONS
ASHEVILLE



E. U. CAPPS
AHOSKIE



J. I. THOMAS
DUNN



FRED RAY, JR.
SANFORD



LAUREL WILLIAMS
GREENSBORO



W.M.K. BENDER
FAYETTEVILLE



R. L. JOHNSON
ASHEVILLE



C. E. PAGE, JR.
HENDERSON



M. L. CABLE
ASHEVILLE



L. P. MAYRAND
GREENSBORO



A. K. WALTERS
BURLINGTON



HOMER ANDREWS
BURLINGTON



VIRGINIA CAUDLE
GREENSBORO



LON RUSSELL
GREENSBORO



J. T. USHER
GREENSBORO

Personalities No. 9

JAMES P. B. CONNELL

Henderson

Born Warrenton, N. C., October 23, 1909; graduated from the U. N. C. School of Pharmacy, Class of 1929, and licensed as pharmacist 1930; retail affiliations include Whelan's of Durham, and Kerner Drug Company and Parker's Drug Store, both of Henderson; now owner of Connell Pharmacy, Henderson; member of the N. C. P. A., N. A. R. D. and Elks Club; member of the Catholic Church.

DONALD ALTON PLEMMONS

Asheville

Born Asheville, N. C., July 31, 1910; a graduate of the U. N. C. School of Pharmacy, Class of 1940, and a licensed pharmacist of the same year; former retail affiliations include Alexander's Drug Store, Waynesville, Adams-Blauvelt, Johnson's and Pinner's, all of Asheville; now associated with Salley's Drug Store, Asheville; member of the N. C. P. A., A. Ph. A., U. N. C. Alumni Association and the Asheville Drug Club, member of the Lutheran Church.

EARL UEL CAPPS

Ahoskie

Born Fayetteville, N. C., June 30, 1915; graduated from the U. N. C. School of Pharmacy, Class of 1938, and licensed as pharmacist same year; an employee of the Ward Drug Company, Nashville, 1938-1939, and Almand's Drug Store, Rocky Mount, 1940-1947; now part owner of Copeland Drug Company, Ahoskie; member of the N. C. P. A., N. A. R. D., Rotary Club and Junior Chamber of Commerce (Treasurer and Director); a Mason, Sudan Temple (Shrine); pharmacist member of the Hertford County Board of Health; member of Baptist Church.

JOHN IVEY THOMAS

Dunn

Born Rose Hill, N. C., July 14, 1916; licensed as a pharmacist in 1939; practical experience gained with the Upchurch Pharmacy, Smithfield, Reaves Drug Store, Raeford, and Wallace Drug Company, Wallace, of which he was manager; now part owner of the Dunn Pharmacy, Dunn; member of the N. C. P. A., N. A. R. D. and Masonic Lodge; member of the Baptist Church.

FRED RAY, JR.

Jonesboro Heights, Sanford

Born Sanford, N. C., April 8, 1909; a graduate of the U. N. C. School of Pharmacy, Class of 1932, and a N. C. licensed pharmacist of the same year; formerly associated with the Lee Drug Company of Sanford; now in partnership with R. N. Watson (Lee Drug Store, Jonesboro Heights, Sanford); member of the N. C. P. A. (Life Member), N. A. R. D. and the A. Ph. A.; a charter member of the Sanford Lions Club; an alumni member of Kappa Psi; Secretary of the Lee County Board of Health and Treasurer of the Lee County Tuberculosis Association; member of Methodist Church.

LAUREL LEE WILLIAMS

Greensboro

Born Chicago, Illinois, July 26, 1923; a graduate of the U. N. C. School of Pharmacy, Class of

1944, and a licensed pharmacist (1946); now an employee of Greene Street Drug Company, Greensboro; member of N. C. P. A., A. Ph. A., Rho Chi and Kappa Epsilon; member of the Methodist Church.

WALKER M. K. BENDER

Fayetteville

Born Pollocksville, N. C., July 5, 1905; a graduate of the U. N. C. School of Pharmacy, Class of 1926, and a licensed pharmacist of North Carolina (1928); formerly associated with Shirley Pharmacy, Norfolk, Virginia; Duffy's Drug Store, New Bern; F. R. Bell, Druggist, Beaufort and Saunders Drug Store, Wilmington; now owner of Bender's Drug Store, Fayetteville, which he managed under firm name of Saunder's Drug Store for more than a decade; member of N. C. P. A. and the Fayetteville Kiwanis Club; a Mason, Shriner and Elk; past president of the Kiwanis Club; member of the Cumberland County Board of Health and the Episcopal Church.

ROY J. JOHNSON

Asheville

Born Asheville, N. C., October 7, 1890; attended Wofford College, Southern College of Pharmacy and Charleston Medical College (Ph. G. degree, 1912); in the past has been associated with Adams & Blauvelt, Asheville, and Biltmore Drug Store, Biltmore; after operating the Johnson Drug Company in Asheville for 21 years, sold firm in 1945 to C. E. Cline; later purchased Aiken & Horton, in partnership with Victor Horton and the late Q. T. Bilbro, a business which he operates today under firm name of Langren Drug Store; member of N. C. P. A., N. A. R. D. and the Asheville Kiwanis Club; a Mason and W. O. W.; member of the Buncombe County Board of Health; formerly mayor of Pomaria, South Carolina, where he was in business; member of the Lutheran Church.

CLARENCE E. PAGE, JR.

Henderson

Born Vance County, April 6, 1917; a graduate of the U. N. C. School of Pharmacy, Class of 1938, and a licensed pharmacist of the same year; following graduation was an employee of Cromley-Melvin Drug Company, Raleigh, for six and a half years; now an associate of Page-Hocutt Drug Company, Henderson; member of the N. C. P. A., N. A. R. D., A. Ph. A., Lions Club (Director), and Henderson Junior Chamber of Commerce (Director); Secretary-Treasurer, Henderson Drug Club and Chm. Health and Safety Committee of the Vance County Boy Scouts of America; Past President of the Henderson JC's and Past Campaign Director of "March of Dimes"; President of the Kittrell Baraca Class, First Baptist Church, Henderson.

MAURICE LEROY CABLE

Asheville

Born Steubenville, Ohio, July 26, 1912; initial drug store experience with Mullen's Pharmacy, Asheville; after being licensed as a pharmacist in the State (1940) worked for Shigley's of Asheville and the Economy Drug Store, Hendersonville; shortly after his return to Asheville, where he was employed by Kenilworth Drug Company, he enlisted in the U. S. Navy and was stationed

NOW..You Can Tell
Your Customers to Take Their Choice,
but take "BC"

TABLETS



POWDER

**10¢ and 25¢
SIZES**



★ Same famous
 formula—same fast relief.
 Two tablets equal one powder. Both
 act quickly to relieve headaches,
 the pains of neuralgia and
 minor muscular aches.
 Nationally distributed.
 Nationally advertised.

HEARD OVER **READ IN**
350 Radio Stations-247 Newspapers

at Camp Lejeune for several years; after serving in the Pacific, he was honorably discharged with the rank of Chief Pharmacist Mate; postwar retail affiliations include Charlotte St. Pharmacy and Adams-Blauvelt, both of Asheville; now Secretary of Adams-Blauvelt, Inc.; member of the N. C. P. A., Asheville Archers, National Archery Association, National Field Archery Association and an officer of the Tar Heel Archery Association (Bow Hunting); Secretary of the Asheville Optimist Club (1946-'47) and Secretary of the Asheville Drug Club (1947-'48); member of the Presbyterian Church.

LOUIS P. MAYRAND

Greensboro

Born Canada, Quebec Province, January 25, 1899; holds B.S. degree from University of Saskatchewan, 1926, and Master of Science degree from University of Minnesota, 1929; prior to coming to North Carolina was associated with various Liggett Drug Stores of Western Canada; established L. P. Mayrand Manufacturing Chemist Company in Greensboro, 1941, a business which he operates today; member of N. C. P. A. and the American Chemical Society; Secretary of the Greensboro Drug Circle and member of the Presbyterian Church.

ALONZO KENNEDY WALTERS

Burlington

Born La Grange, N. C., August 18, 1910; licensed as pharmacist 1940; formerly associated with Creech Drug Company, Kinston, and the Woodard Drug Company, Selma; member of the N. C. P. A., N. A. R. D. and American Business Club; Vice-President of the American Business Club and Chairman of the Burlington Community Chest, 1949; now associated with Acme Drug Company, Burlington; member of the Christian Disciple Church.

R. HOMER ANDREWS

Burlington

Born Chapel Hill, N. C., May 18, 1893; entered U. N. C. School of Pharmacy, 1912, and awarded Ph.G. degree in 1914 and Pharm. D. degree in 1915; in 1915 became associated with Houston Drug Company, Burlington, a business which he purchased in 1917 and changed name to Acme Drug Company; in 1920 incorporated the business with the late James I. White, and in May, 1932, purchased the old Freeman Drug Company and incorporated same as Main Street Drug Company; in 1934 left active duty to become Burlington Postmaster, a position he holds today; in August, 1947, due to death of Mr. White, assumed position as secretary and treasurer of both Acme and Main Street drug stores and now does occasional relief work at both firms; served in Navy as Hospital Apprentice, first class, during World War I; member of N. C. P. A., Odd Fellows, Junior Order and Woodmen of the World; a charter member and past president of the Burlington Kiwanis Club; a director of the Burlington Chamber of Commerce for 25 years, served on City Board of Alderman for ten years, served as a member of the Board of Directors of the Alamance County Community Chest, a past chairman of the Burlington Red Cross organization and a present member of the local Red Cross Board, a past president of the Cherokee Council, Boy Scouts of America, and the Alamance County

Boy Scouts of America, a present member of the Board of Directors of the Federal Building & Loan Association, past president of the N. C. Chapter of National Association of Postmasters; member of The First Baptist Church (teacher for 12 years), General Sunday School Supt. for 13 years and a member of The Board of Deacons for 25 years.

VIRGINIA CAUDLE

Greensboro

Born Peachland, N. C., January 13, 1924; a graduate of the U. N. C. School of Pharmacy, Class of 1945, and a N. C. licensed pharmacist (1947); formerly associated with the N. C. Baptist Hospital, Winston-Salem, and Parsons Drug Company, Wadesboro; now an employee of Greene Street Drug Company, Greensboro; member of the N. C. P. A., Kappa Epsilon and the Methodist Church.

LON D. RUSSELL

Greensboro

Born Randolph County, October 13, 1899; practical drug store experience obtained with Patterson Brothers and Eubanks Drug Store, both of Chapel Hill, Randall's Pharmacy and Cecil's Pharmacy, both of High Point; with A. Coke Cecil purchased Grissom's Drug Store, Greensboro, in June, 1931, and changed name to Cecil-Russell Drug Company; this business is now owned and operated by Mr. Russell; member of the N. C. P. A., N. A. R. D., and a 32 degree Mason and Shriner; in July of 1935 was named vice-president of Greensboro Drug Club and served as president of the Club in 1939-'40; member of the Methodist Church.

JOSEPH T. USHER

Greensboro

Born March 18, 1898; attended U. N. C. as special student in 1918-1920 and licensed as pharmacist in State, 1931; in the past has been associated with J. E. Koonce Drug Company, Chadbourn; Chadbourn Drug Company, Elm City Pharmacy, H. L. Hicks Drug Company, Rocky Mount, and Liggett's Drug Store, Greensboro; now operates the Asheboro Street Pharmacy of Greensboro; served in World War I and at time of discharge was in Officer's Training School; member of N. C. P. A., N. A. R. D., and the Greensboro Civitan Club; a 32 degree Scottish Rite Mason and a Shriner; member of the Guilford County Selective Service Board No. 2 during World War II; member of Methodist Church; hobbies include attending baseball and football games, playing checkers and salt water fishing.

Prices Kept Down

Between 1939 and 1947, fair trade prices of 7,334 drug products rose only 3.1 per cent while the over-all cost of living rose 59.3 per cent in the same period, a study by the National Association of Chain Drug Stores reveals. Fair Trade prices always tend to be lower than the actual "list" price appearing on trade-marked goods.



SCHOOL OF PHARMACY, UNIVERSITY OF NORTH CAROLINA, CLASS OF 1908-09

The First Year Pharmacy Class (UNC) of 1908-09

For the first time in several months we are able to completely identify the members of a pharmacy class . . . in this case the first year pharmacy students of Chapel Hill in 1908-'09.

In case the faces look a bit unfamiliar to you, here's the identification list:

1. J. E. Murray, Durham.
2. G. M. Reedy, Rowland.
3. J. O. Temple, Kinston.
4. C. W. Eason, Chapel Hill.
5. W. L. Barnhill, Bethel.
6. Clifford Porter, Concord.
7. W. H. Wood, Pollocksville.
8. W. R. White, Warrenton.
9. Prof. E. V. Howell, Chapel Hill.
10. Z. B. Rucker, Rutherfordton.
11. E. V. Woodard, Selma.
12. R. L. Reinhardt, Forest City.

13. Carl Finger, Stanley.
14. C. B. McDaniel, Forest City.
15. E. P. Crawford, High Point.
16. E. F. Callahan, Durham.
17. G. B. Finley, Marion.
18. M. A. Porro, Camaguey, Cuba.
19. Samuel P. Hall, Lenoir.
20. Fred Finger, Stanley.
21. J. G. Beard, Chapel Hill.
22. M. A. Peacock, Benson.
23. H. M. Gaddy, Asheville.
24. S. O. Yates, Morrisville.
25. J. A. Hutchins, Winston-Salem.
26. C. J. O. Horne, Greenville.

In connection with the class picture of 1907-08, which appeared in the July issue of THE CAROLINA JOURNAL OF PHARMACY, we have been able to replace some of the "unknowns" with positive identifications as the result of assistance by W. F. Rhyne of Gastonia and S. B. Etheridge of Washington. F. D. Quinn, Shelby and J. S. Rudisill, Forest City.

Scott Drug Company

*Wholesale and Manufacturing
Druggists*

Charlotte, N. C.

Nationally Accepted Brand Names

that have

MODERNIZED
the Prophylactic industry

Dean's Peacocks RESERVOIR ENDS*

Dean's Peacocks REDI-WET RUBBERS*

Dean's REDI-WET *Skins*

* Embodies the unique HEALTH
FEATURE—THE RESERVOIR END



PROFIT FROM THIS PUBLIC ACCEPTANCE
by reaching for a

Dean's Prophylactic on open calls

For your protection
Dean's Prophylactics
are Fair-Traded

Dean RUBBER MFG CO.
North Kansas City, Mo.

Association Officials

The leaders of three organizations with a combined membership of more than 1800 persons associated with the drug profession in North Carolina are pictured on this page.

The current membership of the N. C. Pharmaceutical Association, of which Mr. Jackson is president, is 1,050.

Mrs. W. A. Ward, of Swannanoa, heads the largest auxiliary of its type in this country—The Woman's Auxiliary of the N. C. Pharmaceutical Association, with a membership of 495.

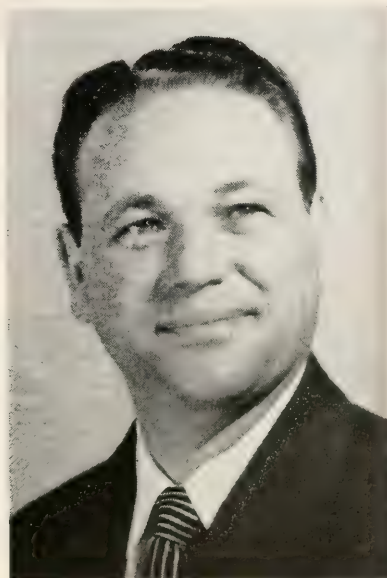
The Traveling Men's Auxiliary of the N. C. P. A. has a paid membership of 325, which makes it one of the largest TMA groups in this country. W. W. Morton is the president.



J. C. JACKSON

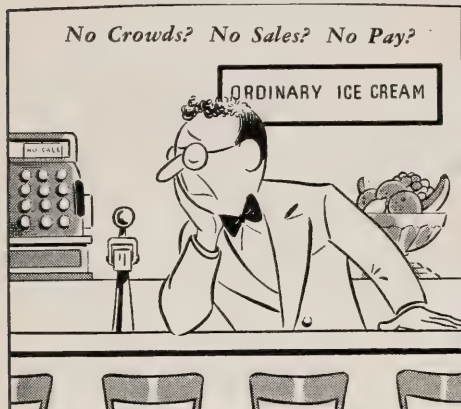


MRS. W. A. WARD



W. W. MORTON

SEALTEST TASTES BETTER . . . BECAUSE IT'S MADE BETTER



There is an accounting for People's Taste !

Money-making drug stores can account for it in extra sales with Sealtest, the South's best-selling, best-liked Ice Cream. Sealtest adds the *plus* quality to the goodness of sundaes, sodas, splits and shakes. It adds *plus* profits in customers who come back for more. Look what Sealtest offers *you*. The finest, best-tasting Ice Cream money can buy. The finest, most heard-and-seen advertising to pre-sell Sealtest quality on the air, in newspapers.

Feature Sealtest Ice Cream at your fountain, and in take-home packages. Customers appreciate its higher quality. You'll appreciate your higher sales.



Sell the Best — Sell Sealtest !

*Extra Sales Voltage
for August!*

SEALTEST

**Real Pineapple
ICE CREAM**

SEALTEST FLAVOR-OF-THE-MONTH

... in famous fast-selling Sealtest pints and volume-building gallons and half-gallons.



Weddings

Miss Jane Hunter, of South Orange, N. J., and Vann Vanderlyn Secrest, Jr., of Monroe, were married in the home of the bride's parents, Mr. and Mrs. William Joseph Hunter, 77 Duffied Drive, South Orange, on July 2.

Mrs. Secrest attended Hollins College in Virginia and was graduated in June from the University of North Carolina, where she was a member of Alpha Delta Pi.

Mr. Secrest is a graduate of Duke University, Class of '43, and a graduate of the University of North Carolina, Class of 1949. After receiving his degree in pharmacy, he was licensed as a pharmacist on June 30th.

He served in the Navy during World War Two and was discharged as a lieutenant junior grade, after serving three and one-half years. He is member of Rho Chi, national scholastic fraternity, and Pi Kappa Alpha.

Mr. Vann Secrest, accompanied by his sister, flew up for the wedding of his son.

The young couple are making their home in Monroe, where the bridegroom is associated with his father in the operation of the Secrest Drug Company.

Miss Margaret Virginia Kimrey of Sanford became the bride of Joseph Kelly Turner, Jr., of Durham, on July 23. The wedding ceremony was performed in the First Presbyterian Church in Sanford.

The bride received her B.S. degree from Queen's College, Charlotte, and had her laboratory technician training at the Memorial Hospital in Charlotte. For the past two years she has been laboratory technician at the University of North Carolina infirmary in Chapel Hill.

The bridegroom, a native of Speed, N. C., recently graduated from the School of Pharmacy, University of North Carolina. He is now associated with Eckerd's of Durham.

Miss Ann Hoover Johnson, daughter of Mr. and Mrs. John Frederick Johnson of Burgaw, and John Tyler Dees were married July 10th. Mr. Dees is the son of Mrs. Ellis R. Dees of Burgaw, and a brother of Pharmacist Robert Dees.

Miss Edna Marguerite King and Henry Canaday Jones were married at the Oakland Avenue Presbyterian Church, Rock Hill, South Carolina, on August 6. The bride is the daughter of Pharmacist V. J. King.

Births

Mr. and Mrs. W. A. Simmons of Winston-Salem announce the birth of a son, Richard Allen, on July 15. The father is associated with Willson Drug Store, Winston-Salem.

Deaths

William A. Canaday, retired pharmacist, died in Raleigh on July 31 after a lingering illness. Before locating in Raleigh, he was connected with various drug firms in Wilmington.

Mrs. D. B. Porter, age 90, died in Concord on July 31. Mrs. Porter was the mother of Ernest and Charles Porter of Concord, the operators of Porter Drug Company.

Look into this **LIQUID** vitamin
and mineral food supplement—

ZYRONE

ZYRONE isn't just "another vitamin pill." It is a **LIQUID** food supplement which supplies the minimum daily requirements of Vitamins B₁, B₂, and the Vitamin Niacin, 12 times the minimum daily need of Iron, and helpful amounts of Calcium, Phosphorus, and Manganese.

Examine the ZYRONE formula. See if it isn't one of the finest of its kind you have ever seen. Then remember that ZYRONE is backed by a heavy radio campaign designed to reach all classes.

Where ZYRONE has already been introduced, retailers report a high percentage of repeat sales. Stock ZYRONE with the confidence that comes in stocking any product of

—THE CHATTANOOGA MEDICINE CO.—

Chattanooga

Tennessee



Convention Snapshots

B. R. Ward, of Goldsboro, is shown on the opposite page, top left, in conversation with J. S. Montgomery of the Galeski Photo Center, Richmond. Other convention pictures shown were made by Galeski and are reproduced here through the cooperation of that firm.

Quality That Brings Customers Back!

EVANS Fountain Fruits and Flavors

Order through your local
drug house or candy jobber!

Made by E. B. Evans Co., Phila., Pa.

To Our — GOOD FRIENDS IN NORTH CAROLINA

Your orders for
Labels, Drug Boxes and
Physicians Prescription Blanks
are greatly appreciated.

McCourt Label Cabinet Co.
58 BENNETT STREET
BRADFORD, PENNA.

Ralph M. Crosson, Representative
P. O. Box 475, Columbia, S. C.



Lance

The Best
Peanut Butter
Sandwiches
Peanuts
Candies
and Other
Bakery Products



"IT'S FAMOUS

because

IT'S GOOD"

**POWERS-TAYLOR
DRUG COMPANY**

Richmond, Va.



Wholesale Druggists

Importers & Jobbers

Druggists' Sundries & Fancy Goods



We solicit your orders

Our experience of over 70 years
insures our ability to serve you
satisfactorily

Dispensing by Doctors Seen Declining

The number of U. S. physicians who dispense their medicines direct to the patient has decreased steadily over the past twenty years, says *Medical Economics*, national business magazine for doctors.

On the basis of a nationwide survey of physicians, the magazine reports: "Forty-five per cent of doctors dispense to some extent (as compared to 64 per cent in 1929). These doctors dispense 44 per cent of the medicines they tell their patients to take. It follows that about 20 per cent of all drugs ordered by doctors are dispensed to the patient direct."

Laugh It Off

The assignment for the sixth grade hygiene group was a composition on anatomy. One promising lad submitted the following masterpiece:

"Your head is kind of round and hard, and your brains are in it and your hair on it. Your face is the front of your head where you eat and make faces. Your neck is what keeps your head out of your collar. It's hard to keep clean. Your shoulders are sort of shelves where you hook your suspenders on them.

"Your stummick is something that if you do not eat often enough it hurts, and shinage don't help it none. Your spine is a long bone in your back that keeps you from folding up. Your back is always behind you no matter how quick you turn around. Your arms you got to have to pitch with and so you can reach the butter. Your fingers stick out of your hand so you can throw a curve and add up rithmatick. Your legs is what if you have not got two of you cannot get to first base. Your feet are what you run on, your toes are what always get stubbed.

"And that's all there is of you, except what's inside, and I never saw it."

Wanted: Court Plaster

A retired pharmacist has requested we help him locate some court plaster. If you stock this merchandise, please let us know so we may, in turn, pass your name and address along to the pharmacist.

Late News Items

Chapel Hill—A speeding motorist lost control of his car near Concord on August 3 and damaged the rear fender of Secretary H. C. McAllister's car. Damage would have been much more extensive had not Mr. McAllister driven his car completely off the highway.

Garland—Harold C. Rich, a 1949 graduate of the U. N. C. School of Pharmacy, has opened the Garland Drug Company in that community.

Durham—Reeves Hawkins has resigned his position with Sawyer & Moore and is now associated with Walgreen's of Durham. He is making his home in Chapel Hill where Mrs. Hawkins is completing work towards a doctorate degree in pharmacy.

Asheville—Albert B. Chandley, manager of Goode's Drug Store, has transferred his mailing address from Asheville to Skyland, where he has erected a residence on a three acre farm.

Wallace—Marion M. Edmonds has returned to the Gowan Drug Company as pharmacist.

Durham—Ralph E. Kibler of Morganton and R. Q. Richards of Fort Myers, Florida, are patients in Duke Hospital. Kibler operates the Kibler Drug Company; Richards is Secretary of the Florida Pharmaceutical Association.

Mount Olive—A new building now under construction here will soon be occupied by the Clinic Drug Company. Jack Lister of Mount Olive and Shelton Boyd of Lillington are the proprietors.

Sanford—Mr. and Mrs. E. F. Rimmer are spending the month of August in Canada. In the absence of the Rimmers, their daughter, Mrs. Youngblood, is managing the family pharmacy.

Asheville—Shigley's Drug Store, 863 Merrimon Avenue, was opened by H. H. Shigley on August 8. The pharmacists are J. H. Pearce and Henry Gaddy. Mr. Shigley will manage the store as well as his business in Biltmore.

For sixty-four years

- - - since 1885

SEEMAN

OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its thirtieth volume, and the first printed copy was "Seeman printed."



The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

Late News Items

Raleigh—Mr. and Mrs. J. W. Harrell spent the entire month of July at Wrightsville Beach. During the last ten days of their stay at Wrightsville, the Harrells had their daughter, Doris, and son-in-law, Harold Sauls, with them.

North Wilkesboro—Mr. and Mrs. Bob Brame attended a Methodist Conference meeting in Michigan in late July and early August. While Mr. Brame was out of the State, Thomas Smith of Plymouth did relief work at the Red Cross Pharmacy.

Asheville—Joseph H. Pearce has disposed of his interest in the Montford Pharmacy, and following a bit of relief work at the Economy Drug Store, Hendersonville, is now associated with the new Shigley Drug Store, located on Merrimon Avenue.

Asheville—Roy Johnson has sold the Langren Drug Store to L. D. New of Mars Hill. He remains with the firm with Victor Horton going with Shigley's of Biltmore.

Madison—John E. Tilley of the Madison Drug Company writes he will be in "dry dock" in the Veterans Hospital at Fayetteville for several weeks.

Swannanoa—Mr. and Mrs. W. A. Ward spent a week at Myrtle Beach the latter part of July. Mrs. Ward is president of the Woman's Auxiliary of the N. C. P. A.; Mr. Ward the third vice-president elect of the N. C. P. A.

Princeton—Paul Woodard has returned to his duties as owner-manager of Woodard's

Drug Store after recovering from a recent operation.

Morganton—Zack L. Finger, formerly associated with Phillips Drug Store, has resigned to accept a position with the Niven Drug Company, Charlotte.

Sanford—Although the Lee Drug Store, Jonesboro Heights, was remodeled in 1948, the owners, R. N. Watson and Fred Ray, have decided to put in a new front and revamp the prescription department.

Winston-Salem—Ralph E. Foster, Jr., of Franklin, Va., has returned to this State to accept employment with Swaney Drug Store No. 1. After graduating from the U. N. C. School of Pharmacy, Mr. Foster worked in Marion with Tainter's for more than a year.

Winston-Salem—Mr. and Mrs. Wade A. Gilliam have returned from a visit to Washington. While in the city, Mr. and Mrs. Gilliam visited the Institute of Pharmacy, home of the American Pharmaceutical Association.

Lake Junaluska—Among the hundreds of Methodists attending religious conferences here in July were Mr. and Mrs. Oscar Smith of Pilot Mountain and Mr. and Mrs. T. J. Ham, Jr., of Yanceyville.

Zebulon—Mr. and Mrs. E. C. Daniel have returned from their 6-week visit to England and the European continent. A post card which Cliff sent us from Switzerland pictured an "Apotheke" established more than 120 years ago.

"THE SEAL OF SATISFACTION"



FOR PROFIT'S SAKE

Serve GIBSONS ICE CREAM



DOINGS OF THE AUXILIARIES

Asheville Auxiliary Meets

Reported by MRS. A. R. UPCHURCH

The Women's Auxiliary of the Asheville Drug Club met at 3 P.M. on Friday, August 5, at Cherry Hill, home of Mrs. W. A. Ward, State president of the Women's Auxiliary, at Swannanoa.

Mrs. Dinsmore Crawford was co-hostess.

Special guests were Mrs. L. R. Wilson and Mrs. P. A. Foote, wife of the Dean of the Pharmacy School at the University of Florida.

In the absence of the President, Mrs. Albert Chandley presided at the brief business session. Mrs. J. W. Harrison read the minutes of the July meeting and gave the Treasurer's report.

Mrs. Foote told of the interesting work of the Women's Auxiliary in Gainesville, Florida.

Mrs. Chandley then introduced the Rev. Joel Singh, of India, who is spending the summer at Warren Wilson College. Mr. Singh told something of the educational and religious needs of India, and of his own life and struggle for an education. After his talk the group asked him many questions.

Mr. Singh also took a picture of the group for the collection he is making to take back to India.

The hostesses served a delicious frozen salad course with cake and fruit punch.

"Benzedrex," New Remedy for Head Colds, to Replace "Benzedrine" Inhalers

A new nasal inhaler called "Benzedrex," which gives relief to sufferers of head colds, hay fever and sinusitis has been introduced in this country and Canada by Smith, Kline & French Laboratories, pharmaceutical manufacturers. Simultaneous with the introduction of this new inhaler was the announcement by the Philadelphia firm that they would replace "Benzedrine" Inhalers with "Benzedrex." The new inhalers are non-stimulating and, unlike "Benzedrine" Inhalers, are not susceptible to improper use.

Other forms of "Benzedrine"—including "Benzedrine" Sulfate Tablets, widely prescribed by the medical profession for a variety of conditions—will be continued to be sold, as in the past, only on the prescription of a physician.

The discovery of 1-cyclo hexyl-2-methylaminopropane ("Benzedrex") by Dr. Glenn E. Ulyot, head chemist for the firm, culminated an extensive research program which was directed towards finding a chemical compound which would be capable of shrinking the nasal membranes as well or better than "Benzedrine," but at the same time would not stimulate the user. Following intensive and prolonged pharmacological and clinical trials, "Benzedrex" was found to meet these requirements. The new product was first placed on a test market trial in California before being introduced nationally today.

Reports of misuse, particularly in penal institutions throughout the country, recently caused U. S. Congressman George Grant of Alabama to submit a Bill (HR 2969) in the present session of Congress, the effect of which would be to require a physician's prescription in order to obtain a "Benzedrine" Inhaler. When notified of the withdrawal of the "Benzedrine" Inhaler from the market and the introduction of the new non-stimulating "Benzedrex" Inhalers, Congressman Grant stated "I now feel that the purpose for which this legislation was introduced has been fulfilled. The replacing on the market of the "Benzedrine" Inhalers with this new product by Smith, Kline & French is certainly in the public interest and unquestionably solves a problem which was of major concern to penal institutions all over the country."

Although "Benzedrine" Inhalers have been on the market since 1933, it was not until several years later that the first reports of misuse by prison inmates and other delinquents came to the attention of the manufacturers. Improper use of the inhaler was made by breaking it open and removing the medicated, accordion-pleated paper inside the inhaler and either chewing it or "dunking" it in beer or soft drinks.

LIGHT STUFF

Greeting

As a club initiation requirement, a minister's wife told about her most embarrassing moment:

"Our Mary was 3 when the 2nd baby arrived. When friends began to drop in, Mary saved me many steps by answering the doorbell and showing in the visitors.

"We had been teaching her the names of common birds around the yard, and she took great delight in being able to identify them. I was quite delighted and the several visitors already there greatly interested, when we heard her greet a newcomer with the cheerful salutation, 'Good morning, Mrs. Brown Thrush!'

"Mine was the pride that precedes a fall, however, for the next visitor was a rather pompous woman whom we did not know very well. Mary opened the door and we expected to hear her greet Mrs. Robin or Mrs. Jenny Wrenn. Imagine my consternation when she piped out, 'Good morning, Mrs. Yellow-bellied Sapsucker!'"—*KVP Philosopher*.

Two Quarts for Miss Jackson

In many small garages, the service men identify cars by the names of their owners. When repairs are needed, or special services required, this practice leads to some interesting notes in the day book of orders. To wit:

Mrs. Ellis won't start.

Give Miss Jackson some alcohol. Two quarts ought to hold her.

Something wrong with old man Pitt's wiring.

Mrs. Wyndham's fenders bumped. Not responsible.

Wash Miss Jenkins.—*Ford Times*, Ford Motor Co.

"How!"

To stress the evils of soil erosion, a farm mag published pictures of a dilapidated house and a washed-away field and invited its readers to "tell your own story of the

2 photos." An Oklahoman Indian won over 2,604 contestants with the following:

"Both pictures show white man crazy. Make big tepee, plow hill. Water wash. Wind blow soil, grass all gone. Squaw gone, papoose, too. No chuck-away. No pig, no corn, no hay, no cow, no pony. Indian no plow land. Keep grass, Buffalo eat. Indian eat buffalo, hide make tepee, moccasins too. Indian no make terrace. No build dam. No give damn. All time eat. No hunt job. No hitchhike. No ask relief. No shoot pig. Great Spirit make grass. Indian no waste anything. Indian no work. White man heap crazy."—*American Eagle*, hm, American Box Corp'n.

Examination

Doctor: Any intestinal trouble?

Draftee: I don't know. It ain't been issued to me yet.

Doctor: Are you regular?

Draftee: No sir, I volunteered.

Doctor: Do you know the King's English?

Draftee: Is he?

Doctor: My, but you are stupid.

Draftee: You ought to see my brother. He walks all humped over.



Come now, Mr. Bosley—take another puff—Don't you notice a soothing, better-tasting aroma—or SOMETHING?

Plough Promotes NARD Convention

The 51st N.A.R.D. Convention, to be held September 18-22, will have a novel advance "cheering-section" that is expected to aid considerably in mustering druggists to the annual meeting.

Ross Quincy, Sales Director of Plough, Inc., announced that his entire sales force has been instructed to remind druggists-prospects of the coming convention. This is thought to be the first time a drug manufacturer, distributing nationally, has participated to such an extent in boosting the annual convention.

In order to graphically direct attention to the convention, the Plough salesman will present on each call to the druggist a convention souvenir—a special St. Joseph Aspirin tin mounted on a "teaser" card designed to catch the eye and arouse interest in the convention. The counterpart of the aspirin tin will be given those visiting the Plough booths, 62-63.

Mr. Quincy said this special promotion will begin August 18, and continue during the month right up to the opening date. During the month's time thousands of druggists from coast to coast will be personally reminded and cordially invited to attend the Plough booths at the N.A.R.D. Convention in New York.

The Plough Sales Corporation will be represented at the convention by the following men from the Memphis office: Ross Quincy, Bob Watts, Marketing Research; Dan Hinkley, Advertising Department; also, Sid Strasberg, Eastern Divisional Sales Manager; and other Eastern sales personnel.

Benadryl with Ephedrine Kapseals

What It Is—Benadryl hydrochloride (diphenhydramine hydrochloride, P. D. & Co.), 50 mg., and ephedrine sulfate, 10 mg., in a hermetically-sealed pink capsule with a blue band.

What It's For—The complementary combination of the well-known antihistaminic, Benadryl, with the sympathomimetic agent, ephedrine, provides an effective agent for the relief of hay fever, asthma, and other allergic states.

How Supplied—Kapseals Benadryl with Ephedrine are supplied in bottles of 100 and 1,000.

Manufacturer: Parke, Davis & Company, Detroit 32, Michigan.

Salesmanship

Charley, in Arthur Miller's Pulitzer prize-winning play, *Death of a Salesman*, says: "Willy was a salesman. And for a salesman, there is no rock bottom to life. He don't put a bolt to a nut, he don't tell you the law or give you medicine. He's a man way out there in the blue, riding on a smile and a shoeshine. And when they start not smiling back—that's an earthquake. . . . A salesman is got to dream, boy. It comes with the territory."

Success

Addressing the New York *Daily Mirror's* 6th annual Youth Forum, elder statesman Bernard Baruch listed his recipe for success:

Be polite, prepare yourself for whatever you are asked to do, keep yourself tidy, be cheerful, don't be envious, be honest with yourself so you will be honest with others, be helpful, interest yourself in your job, don't pity yourself, be quick to praise, be loyal to your friends, avoid prejudices, be independent, interest yourself in politics, and read the newspapers.

THE PUBLIC'S HEALTH

(Continued from Page 383)

form of cancer is to get the patient to the doctor in time.

No drug, gargle, spray, massage, or other such treatment has any therapeutic value in this disease. This information, important too in cancer of the larynx because coughing is also a frequent early symptom of that disease, needs repeating with redoubled emphasis in regard to cancer of the lung.

Serious as it is, lung cancer offers a bright prospect of a lowered death rate in the future, through earlier diagnosis. Few professional people have a greater opportunity to save lives in this way than the pharmacist who urges inquirers having suspicious symptoms to see a doctor.



BODEKER

*Wholesale Drugs
Since 1846*

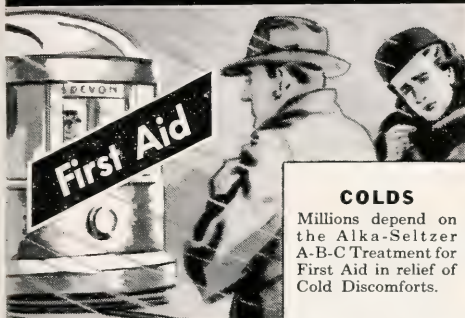
WHAT "STERLING" MEANS
TO SILVER . . . "BODEKER"
MEANS TO DRUGS!

The Bodeker Drug Co.

1408-1420 EAST MAIN STREET, RICHMOND 13, VIRGINIA

"Ask your friend from Bodeker"

Why Alka-Seltzer?



First Aid

COLDS
Millions depend on the Alka-Seltzer A-B-C Treatment for First Aid in relief of Cold Discomforts.



First Aid

HEADACHES
The fizzing sound — the sparkling glass heralds First Aid in Headache relief throughout the nation.



First Aid

SORE THROAT
Alka-Seltzer makes a splendid gargle and provides for First Aid relief of minor throat irritations.



First Aid

DISTRESS AFTER MEALS
Sparkling, refreshing Alka-Seltzer relieves occasional stomach upsets . . . helps "sweeten" sour-stomach. FIRST AID for Relief!



First Aid

MORNING MISERY
First Aid slogan for millions, "Alka-Seltzer the night before can often save a great deal of the misery of the morning after."



First Aid

MUSCULAR PAIN
Alka-Seltzer is famous for relief of common aches and pains. First Aid where speedy relief is needed!

And ALWAYS FIRST AID for DRUG SALES

So—when drug sales lag, display Alka-Seltzer in a prominent spot in your store. Let its FIRST AID for millions be YOUR First Aid for more customers and profit . . . And remember—when you sell an EXTRA package, you make TWO profits instead of one.



MILES LABORATORIES, INC., Elkhart, Ind. Partners of the retail druggist for over 60 years

Heritage of the Pharmaceutical Profession

The loss of Mr. B. F. Page on July 22 comes as a severe blow to the Pharmaceutical Profession throughout the entire Southeast and is the greatest loss suffered in the history of the W. H. King Drug Company.

Yet we, who have lost so much, are most grateful for the rich heritage Mr. Page has left us. Those of us in whom he entrusted the progress of the W. H. King Drug Company will earnestly strive to preserve that heritage by maintaining the high standards of business ethics and extending the spirit of friendliness and dependability which his great leadership won for the W. H. King Drug Company.

W. H. King Drug Company

Homer C. Starling, President

Earle Jones, Vice-President

Ruth I. Page, Secretary-Treasurer

The Carolina **JOURNAL OF PHARMACY**

Published Monthly by the North Carolina Pharmaceutical
Association at Chapel Hill, N. C.



ECHOES OF THE BLUE RIDGE—Here's what the well dressed pharmacist and his wife looked like one hundred years ago. Both Mr. and Mrs. Wayne Richardson of Boone (above) appeared in a Centennial celebrating the 100th anniversary of the founding of Watauga County. Story on Page 410.

Sept., 1949

Vol. XXX

Number 9

IN THIS ISSUE

"A DAMNABLE ABSURDITY"

—by **C. M. Cain**

logic

The basic principle of free enterprise
is the right to engage in fair competition.

Out of competition has come the unceasing search for
new and improved medical services, techniques, and products.

So long as free enterprise endures,
scientific progress will continue and medical care improve.

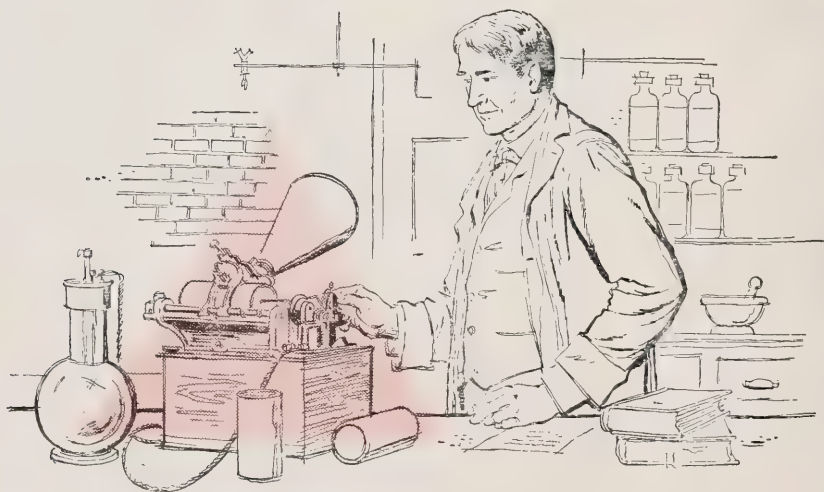
In order to avoid the duplication of brands and sizes,
which leads to excessive stocks and burdensome inventories,
many retail pharmacists find it advantageous
to standardize insofar as possible on a single reputable line
of prescription department merchandise.

The fairness of the Lilly Policy,
the completeness of the Lilly Line,
and the reception accorded Lilly Products
by the medical profession
make the Lilly Line the logical one
upon which to standardize.



Lilly

ELI LILLY AND COMPANY • INDIANAPOLIS 6, INDIANA, U. S. A.



physicians
are
specifying

PENICILLIN S-R

TRADE MARK

because

PENICILLIN S-R means Soluble and Repository penicillin combined to give the special advantages of both.

also because

PENICILLIN S-R means Speedy Rise of blood penicillin levels.

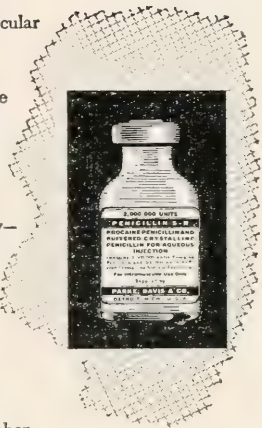
PENICILLIN S-R means Sustained Response to a 1cc. intramuscular injection for 24 hrs. or longer.

PENICILLIN S-R means both Slow and Rapid absorption from the Parke-Davis combination of procaine penicillin (controlled crystal size), 300,000 units and buffered soluble penicillin, 100,000 units.

PENICILLIN S-R means Simplified Routine in penicillin therapy—easily prepared, quickly injected, no clogged needles or syringes.

PENICILLIN S-R means Sales and Repeat sales for this outstanding development in penicillin therapy.

PENICILLIN S-R is supplied in one-dose (400,000 units), five-dose (2,000,000) and ten-dose (4,000,000) rubber-diaphragm-capped vials. When diluted according to directions, each cc. contains 300,000 units of crystalline procaine penicillin-G and 100,000 units of buffered crystalline sodium penicillin-G. The one-dose vial is also available if desired with an accompanying ampoule of Water for Injection, U.S.P.



PARKE, DAVIS & COMPANY • DETROIT 32, MICHIGAN

This Month's Cover

Yes, that beard Wayne Richardson so proudly displays on our cover is the real McCoy . . . took him three months to raise it and less than 3 minutes to obliterate it.

Boone Drug Company took an active part in the celebration of the founding of Watauga County. The Queen of the Centennial celebration (Miss Mickey McGuire) and Miss Columbia (Miss Barbara Jones) were sponsored by Boone Drug Company.

Wayne and his brother, O. K., appeared in a scene, "Men of Watauga County Settlements." Another brother, Woodie, took the part of a Confederate soldier in the celebration.

Also taking part in the historical pageant were Mrs. W. C. Richardson, Mrs. O. K. Richardson, and Mrs. Wayne R. Richardson.

While Wayne was sprouting his beard, he took a short vacation trip to Florida. Everywhere he went he could hear slightly on the subdued side, "Who's that queer character?"

Record

The Burlington Drug Company is believed to have established some sort of record when its show windows were used on August 24th for the display of an automobile . . . in this case the new Crosley Hotshot.

The Hotshot measured 41 inches from ground to the highest part of the car; it is 138 inches in length.

We understand the car attracted a great deal of attention from Burlingtonians.

Profit

The word "profit" is derived from the Latin "profectus," meaning advance, or progress. That is why every transaction must carry a profit to producers, vendors, workers and customers, in order to make progress. It is time that the word stood in the public mind for something that is highly honorable and desirable—and not an invention of a knock-kneed devil.

today . . . everyday

JULY						
SUN	MON	TUE	WED	THURS	FRI	SAT
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
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SEPTEMBER						
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OCTOBER						
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NOVEMBER						
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DECEMBER						
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JANUARY						
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29	30	31				

We are a Lilly distributor and heartily support the Lilly Policy because it benefits everyone involved in its operation.

The Lilly Policy enables you to buy

as needed through your service wholesaler in quantities to meet your own individual requirements. There are no secret discounts, no deals, and no inducements to overstock.

The Lilly Policy plays no favorites. It stands for equal rights to all, special concessions to none.

We are service wholesalers. Send your orders to us.

The Peabody Drug Company
DURHAM, NORTH CAROLINA

SCHERING'S COMBISUL

preparations have earned their top position

first combined sulfonamides used in clinical research

first combined sulfonamides to reduce the hazard of kidney damage

first combined sulfonamides of proved therapeutic efficacy

first combined sulfonamides made available to the physician

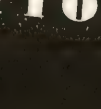
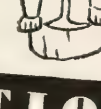
first combined sulfonamides to merit the confidence of the physician

COMBISUL

COMBISUL* Tablets, 0.5 Gm., containing 0.166 Gm. each of sulfadiazine, sulfathiazole and sulfamerazine; bottles of 100 and 1000.

COMBISUL Liquid, a palatable suspension containing 0.166 Gm. of each of the same sulfonamides, giving 0.5 Gm. total sulfonamide per teaspoonful (4 cc.); bottles of 4 and 16 oz.

*®



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CORPORATION

BLOOMFIELD, NEW JERSEY

IN CANADA, SCHERING CORPORATION LIMITED, MONTREAL

For sixty-four years

- - - since 1885

SEEMAN

OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its thirtieth volume, and the first printed copy was "Seeman printed."



The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

Why Excise Taxes Should Be Repealed

The wartime excise taxes, imposed by the Revenue Acts of 1941 and 1943, should be repealed. Here are the reasons which you may wish to pass along to your Congressman:

First, the excise taxes, by keeping prices needlessly high, are a roadblock to consumption spending.

Second, the excise taxes, by discouraging consumption, are depressing production, employment, profits and payrolls in a selected group of industries (cosmetics, jewelry, etc.).

Third, it is economically absurd to defend such taxes in peacetime on the grounds that the commodities affected are "luxuries."

Fourth, maintenance of wartime consumption taxes on commodities not customarily subjected to such taxes in peacetime will force an undesirable shift in the structure of American industry.

Fifth, repeal of the wartime excise taxes is a positive, important, and immediate step that Congress can take toward halting the present economic recession.

Sixth, repeal of these particular wartime excise taxes, under present conditions, would not force the Federal government into an unsound fiscal position.

Early Pharmacy

Walter Scott, President of the Scott Drug Company, Charlotte, sends us this interesting item:

"The oldest German 'modern' pharmacy is celebrating its 600th anniversary in Frankfurt. Before 1349, pharmacies were only allowed to sell herbs and simple ointments. Only physicians were permitted to prepare prescriptions.

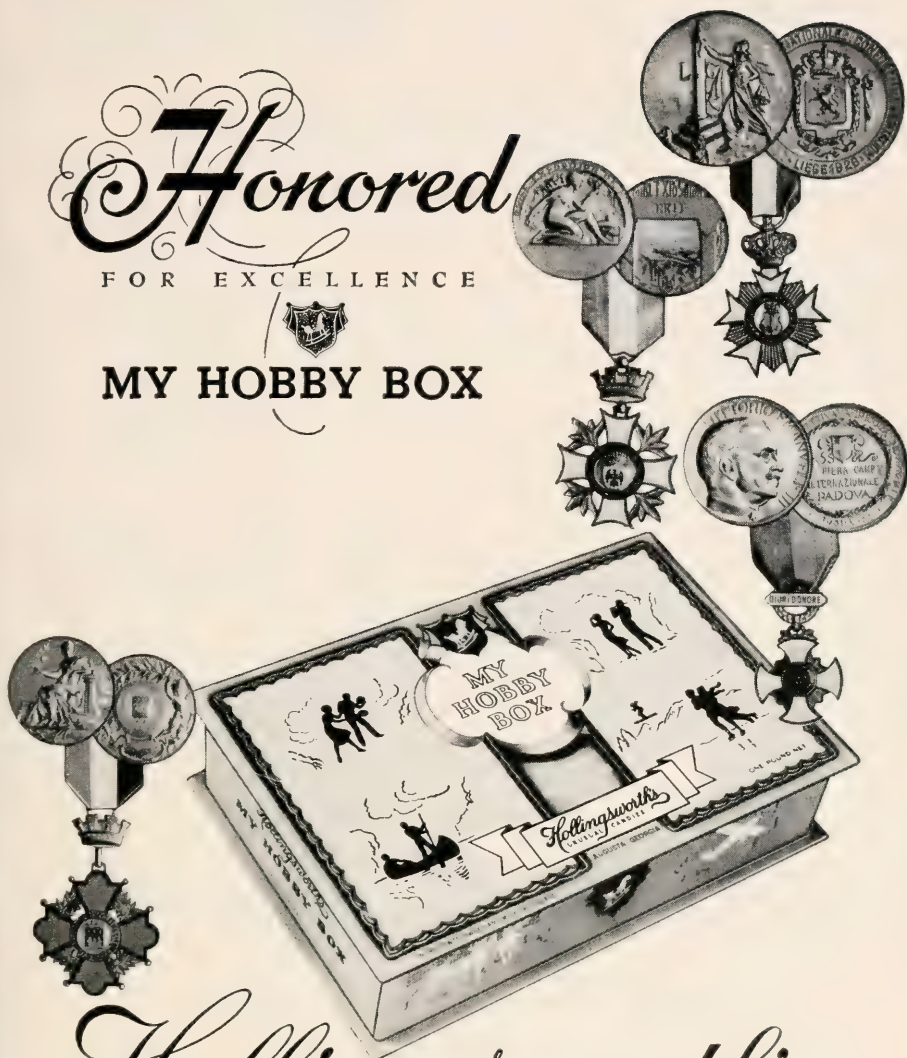
"In 1349, a bubonic plague ravaged Frankfurt. The 'Black Death' took its toll among doctors, too. Authority was given to one pharmacy to prepare medicines. Success was so great that Prague and four German cities soon followed Frankfurt's example."

Honored

FOR EXCELLENCE



MY HOBBY BOX



Hollingsworth's

UNUSUAL CANDIES

FOR THOSE WHO LOVE FINE THINGS

Recovers Body

While fishing in Lake Fontana, Bryson City's pharmacist-mayor, Kelly Bennett, sighted the body of Jack Skidmore floating in the water.

A jury impaneled by the coroner attributed Skidmore's death to "undetermined causes." An investigation has been ordered.

Buys Drug Store

S. B. Burrus of Sylva and Bruce Hawkins of Bryson City are the new owners of the Riverside Drug Store, a business established in Bryson City many years ago by the father of C. J. and R. C. Sisk of Asheville.

Run Fast

One of our favorite people is a carpenter who helped build our house about twelve years ago.

"Keeping busy?" we asked him.

"Oh yes. Always more work than we can do."

"You must feel pretty good over present wages."

"No, I don't. They are too high. When I built your house, I got 85c an hour. On that wage, I paid for my home, I helped put my children through college, and I saved a little besides.

"Today I get \$2.00 an hour, my kids are through college, and I don't save anything. I don't know what things are coming to.

"One of the trades won't be on the job we are working on tomorrow. They say they won't work for less than \$2.20 an hour. Everybody wants more money for less and less work.

"I never went to school beyond the eighth grade, but even I can figure out that this wage and price thing is just a circle. You have to run faster every day just to stay in the same place."

We have known college professors to write whole textbooks on economics and say a great deal less.—*Philosopher*.

Scott Drug Company

*Wholesale and Manufacturing
Druggists*

Charlotte, N. C.

ANNOUNCING

THERAGRAN



Therapeutic Formula Vitamin Capsules

THERAGRAN is the new trademarked name for Therapeutic Formula Squibb. The name THERAGRAN has been added to distinguish Therapeutic Formula Squibb from preparations which do not provide fully therapeutic dosages or which contain vitamins not known to be essential in human nutrition. The formula for THERAGRAN has not been changed. It is the clinically proved, balanced formula as recommended by Jolliffe. (J. A. M. A. 129:613, 1945).

Each
THERAGRAN
Capsule
supplies:



Vitamin A	25,000 U. S. P. units
Vitamin D	1,000 U. S. P. units
Thiamine H Cl.	10 mg.
Riboflavin	5 mg.
Niacinamide	150 mg.
Ascorbic Acid	150 mg.

For ready identification, THERAGRAN is supplied in red capsules, encircled with twin black bands.

When is it
indicated?

THERAGRAN Capsules are especially indicated for intensive therapy of acute, multiple avitaminoses — whether chronic or due to sudden depletion from disease or injury. Dosages provided by THERAGRAN are to be distinguished from maintenance dosages. THERAGRAN provides truly therapeutic dosages of the vitamins known to be essential in human nutrition.

What is
the dose?

One or more THERAGRAN Capsules daily, as indicated by the history and condition of the patient.

How supplied?

Bottles of 30, 100, and 1,000 capsules.

E·R·SQUIBB & SONS

This Is Worth Memorizing!

Dr. Anthony D. Diepenbrock of San Francisco recently wrote to an officer of the American Medical Association. He stated that in this day and age when everybody is talking himself hoarse about medical plans and programs, he would like to offer his own thirteen point program. We present Dr. Diepenbrock's "program" in full:

1. Continue to sit on your fat Derriere and do nothing.

2. Be apathetic and, like 5,000,000 registered Republican voters who failed to vote, do not bother to make your opinion known. If you think, as they did, that your opinion or your vote is not worth anything, the opposition will agree with you and act accordingly, as they have.

3. Write an occasional letter to your Congressman, tell him off, and then explain to the interns in the surgical dressing rooms how smart you are and what a stinker your Congressman is.

4. Tell everybody you see that the gag is up. And we might as well prepare for the inevitable.

5. Moan and groan and issue explosive and unprintable epitaphs.

6. Refer to your medical leadership as a group of impotent, ineffective, and bumbling ignoramuses.

7. Make speeches before sympathetic lay audiences and concert those who already believe in free enterprise.

8. Don't bother to tell your county society heads, your state society heads, or your national association heads what you want them to do. Expect them to find a way for you without your guidance.

9. Scream about high medical society dues and forget that our friends in the trade unions demand many times what we pay; in other words, make the situation as difficult as possible, then grumble about it.

10. Oppose any program developed by the majority of your colleagues because it demonstrates your superior wit and your general greatness.

11. Remain superbly and learnedly digni-

fied when Joe Doakes asks why you oppose state medicine. Brush him aside with any insult you can think of. Joe will like you for that.

12. Don't bother to use the selling methods which actually bring messages before the public. Continue to depend on occasional radio feature programs. Billboard advertising, newspaper advertising, radio advertising, and above all, continuous daily radio spot programs over national hookup and all such like are too commercial, too troublesome, too expensive and too undignified: don't use them.

13. Above all, disregard the "little guy"—the one with the vote. Tell him nothing; push him around. He doesn't know anything anyhow.

*Pine State Ice Cream
is uniformly
nutritious—a high
quality Ice Cream
at all seasons
of the year—
North Carolinians
ask for it!*

RALEIGH, NORTH CAROLINA

News Briefs

J. C. Cardell has accepted a position with Blackwelder Hospital Pharmacy of Lenoir. Following his return to this State from Massachusetts more than a year ago, he had been associated with Randolph Drug Company of Asheboro.

Earl G. Williams, Jr., formerly of Reaves Walgreen Agency Drug Store, Asheboro, sends his NCPA membership application from Winston-Salem, where he is employed by Acadia Pharmacy.

Mr. and Mrs. Keith Fearing of Manteo spent the first week of September at Fontana Lake in the Western part of North Carolina. Since Keith's drug store is located less than one hundred yards from Roanoke Sound, it's an exchange of salt for fresh water fishing.

John M. Pickard is the third pharmacist to be added to the prescription staff of Sawyer & Moore, Durham pharmacy. The other pharmacists are L. R. Sparks, Jr. and D. J. Womble. For many years Pickard was an employee of Rogers Drug Company, Durham.

U. S. Women Are Spending Billion on Beauty in 1949

American women are more beauty-conscious today than at any time in the nation's history, according to Raymond E. Reed, vice-president of The Toni Company.

"Women in the United States will spend more than one billion dollars this year on lipsticks, powder and rouge, permanent waves, perfumes, lotions and other products to help them become more attractive and glamorous," says Reed.

One of the contributing factors in this emphasis on beauty is the advent of the home permanent. Reed estimates that there has been a 7500 percent (repeat 7500 percent) increase in the use of home permanents by U. S. women during the past five years.

Since the Toni Home Permanent kit was put on the American market in 1944, more than 70 million Toni kits have been sold. Surveys show that 65 percent of women who get permanent waves now get them in their own homes.

WHY get less value when you pay more?



Greater security, service, and saving
in cost. For Druggists only.
Ask our agent.

Our North Carolina State Agent is:

F. O. Bowman
P. O. Box 688
Chapel Hill, N. C.

Our South Carolina State Agent is:

Ralph M. Crosson
1812 Marion Street
Columbia 3, S. C.

APPETIZING APPETIZER

Nutritional adequacy is an essential for normal convalescence—in geriatrics—for growing children—during pregnancy and lactation.

To stimulate the appetite and gastric secretion, thousands of physicians have employed

VALENTINE'S MEAT EXTRACT

the internationally-known liquid Meat Extract. Professional literature gladly supplied on request.

Valentine's
MEAT-JUICE CO.
Richmond, Va.
SINCE 1871

ATTENTION PHARMACISTS: The advertisement above is appearing in national and sectional medical journals. Check your stock. Be sure your supply of Valentine's Meat Extract is adequate.

Information gladly supplied

NOW IS THE TIME TO PURCHASE CHRISTMAS MERCHANDISE

Our Display Room is open, and we invite your inspection.

A complete assortment of Toilet Sets, Leather Goods, Electrical Appliances, Toys, Christmas Wrapping Paper, Seals, etc. are on display.

Our salesmen will be happy to go over the Christmas line with you if you prefer.

YOU ARE ALWAYS WELCOME AT



Owens & Minor Drug Company

Incorporated

1000 E. Cary Street Richmond, Va.

"Good drug wholesalers since 1882"

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT CHAPEL HILL, N. C.

W. J. SMITH, MANAGING EDITOR

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No. 9

A Cake of Soap

Cleanliness is largely a matter of good housekeeping. Although many modern prescription departments are models of cleanliness, there are some exceptions in the State; the occasional signs of carelessness being more strikingly evident by contrast with the higher standards in force elsewhere.

Although cleanliness is almost universally recognized as one of the fundamental requisites for success in prescription practice, there is always the danger that we may underestimate its importance and come to regard it with indifference. Under the pressure of business we acquire careless habits and gradually pay less and less attention to proper standards of cleanliness and sanitation.

A successful prescription business cannot be built on dirtiness and general untidiness. It is well to keep in mind that cleanliness and sanitation are the watchwords of the medical profession, and that a scrupulously clean prescription department speaks to the physician in a language he understands.

Check your prescription department and ask yourself these questions: Is my sink filled with unwashed utensils, the scales covered with spilled chemicals, all counter space cluttered with opened packages of pharmaceuticals and the entire department covered with an accumulation of dust? If your answer is "yes," then a prescription is indicated—a liberal mixture of hot water, soap, and elbow grease.

As a distributor of soaps, chemicals, dis-

infectants, insecticides, and cleaning supplies, pharmacists are expected to supply technical information to the general public. You may or may not possess an abundance of authentic information on detergents, the latest "soapless soaps," and the sanitizing value of alkyl-dimethyl-benzyl-ammonium chloride, but you can set a good example in your neighborhood by keeping your prescription department immaculately clean.

Perhaps a cake of soap may spell the difference between success and failure in your prescription department. It would be interesting, and undoubtedly profitable to you, to find out. Why not try the experiment?

Substitution

Substitution has been made grounds for losing a Michigan license. Any pharmacist who substitutes any drug for the one specified in the prescription may have his license revoked or suspended, according to a law which has been signed by the Governor of Michigan. Drafting of this bill followed a series of articles in the *Detroit Free Press*, which charged that some druggists substitute.

Worry

Worry affects the circulation, the heart, the glands, the whole nervous system, and profoundly affects the health. I have never known a man who died from overwork, but many who died from doubt.—Dr. Charles Mayo.

Asheville Meeting Attracts Top Attendance

Reported by JOE T. RUSSELL, *Secretary*

The Asheville Drug Club met at the Lantgren Hotel on August 12. Attendance, the largest of any meeting this year, was 60.

Since the Club has sufficient dues paid members in the NARD to entitle it to one voting delegate, the President of the Club, Charles J. Sisk, was empowered to select one Club member as an official delegate to the NARD Convention to be held in New York, September 18-22.

The Club took up a special collection for Mr. Joel Singh, who is now in this country studying agricultural, industrial and ministerial methods, which he plans to teach once he has returned to his native India. Club members contributed a total of \$38.75 to Mr. Singh to assist him with his work.

A series of songs by "The Mello-Fellows" and the J. & J. film, "Sell As Customers Like It," were presented by the chairman of the program committee for August, Mr. Moss Salley.

The meeting was concluded by a repeat performance of "Mr. Maldroit and Fair Trade," a fair trade skit arranged by Albert Chandley and presented by an able cast.

Secrest Drug Company Celebrates 40th Anniversary

Officials and employees of the Secrest Drug Company, Monroe, met in that city recently to celebrate the 40th anniversary of the founding of the firm. Vann Secrest, treasurer and general manager of Secrest Drug Company, acted as toastmaster and introduced the employees.

Secrest Drug Company is the offspring of the Union Drug Company, established in 1909 by the late A. M. Secrest. Mr. Vann Secrest, brother of the founder, bought an interest in the firm following his return home in 1919 after serving in World War I.

Two days before Christmas of 1927 fire destroyed the drug store. Later the two brothers reestablished the business in its

present location and it was at this time (1928) the firm started operating as "Secrest Drug Company."

George Blackwell, an associate of the firm for 21 years, was singled out for special praise. He was presented a silver dollar for each of the 21 years he has been with the firm.

Latest member of the Secrest family to join the firm, Vann, Jr., is a licensed pharmacist (U. N. C., Class of 1949), served in the Navy in the Pacific for three and a half years, and holds an A.B. degree from Duke.

Mrs. A. M. Secrest, in commenting on Vann, Jr.'s return to Monroe and his position with the firm, said: "Vann, Jr., is qualified by natural ability and personality, by inheritance and training, to be of great value to our organization and we are delighted to welcome him officially into our drug store family."

From Belmont to Bombay

J. T. Martin, Managing Editor of the *Chemist & Drugstore News*, published in Bombay, India, has requested he be placed on our mailing list to receive THE CAROLINA JOURNAL OF PHARMACY.

In addition to Editor Martin, we are sending copies of the publication to England at the request of our good friend, Cliff Daniels of Zebulon, who visited that country in July.

Cobb on Sick List

J. Louis Cobb, of Waynesville, has resigned his position with Curtis Drug Store to take a long needed rest. Since he will have to absent himself from pharmacy for some months, he will appreciate hearing from his friends. His address is P. O. Box 154, Belton, South Carolina.

Roy Burgiss, past president of the NCPA, has assumed the position of relief pharmacist at Curtis Drug Store while Mr. Cobb recuperates.

Planetarium Show

One of the most popular drawing cards at the University nowadays is the planetarium show. If you have not seen the show, or more properly, "a demonstration," then you should by all means arrange to attend this Fall.

Monday through Friday the show is presented from 8 to 9 P.M. On Saturday and Sunday, two shows (3 P.M. and 8 P.M.) are presented. The admission is 38c for adults; 18c for children.

For a memorable Sunday trip, we suggest you leave home sufficiently early to arrive in Chapel Hill by noon. Lunch at the Monogram Club, visit the circus carving in this same building and a short walk through the Arboretum will take you to the ticket office of the Morehead Building. To avoid the last minute rush (and perhaps a sell-out), get your tickets by 2 P.M. The pre-show period can be spent in visiting the lavishly furnished rooms in the Morehead Building.

Pharmacist Author

Allen Alexander Lloyd of Hillsboro is the author of an illustrated book, "History of The Town of Hillsboro," just released in that area. Mr. Lloyd, who generally may be found in James Pharmacy with a mortar and pestle instead of a typewriter, has done quite a creditable job in relating the varied historical events associated with Hillsboro.

This well-known Orange County town has a number of historical places of interest and one of the most beautiful churches in the State. You can spend a profitable day in Hillsboro getting reacquainted with the early days of North Carolina. And the Colonial Inn, open now to the public, serves food on par with the better eating places in the State.

Store to Close

One of the oldest pharmacies in Western North Carolina is going out of business this month. Jeff Reeves, owner of the Waynesville Pharmacy, has announced the drug stock will be disposed of this month.



Fishing Party—Evidence of some first rate fishing is apparent in the picture above. Proudly displaying their catch are the following well known Greensboro personalities (left to right): O. L. Fryman, National Cash Register Co., Ed. Barrett, Binswanger Glass Company, T. G. Crutchfield, Crutchfield-Browning Drug Company, Tom Waugh, Justice Drug Company, Joe Usher, Asheboro Street Pharmacy, Harper Best, Best Drug Store, and T. C. Reed, Southern Dairies. The captain and the mate of the "Dolphin" are shown in the foreground. The fish were caught in the Gulf stream off Morehead City.

Bonus Plan

Joseph J. Shine, Editor of *The Central Pharmaceutical Journal*, asks: "How much must a salesperson on the selling pay roll sell to carry the cost of the actual pay roll?"

Editor Shine lists the answer as 8 times the selling pay roll.

He continues: "Now the question is, if we demand a \$25.00 a week sales girl to sell 8 times her salary, what will we give to compensate her for this efficiency? Her quota 8 times her salary is \$200 per week. Then, we suggest that you pay her 8% bonus on all sales over her quota. If she sells \$300 in a week, her wages would be \$33 that week. Putting it another way, for every 12½% increase over sales quota you could and should give her an additional 8% of weekly salary as a bonus. A 50% increase in sales over her quota would give this girl a 32% increase in her wages.

"Every selling person on your present pay roll should have a selling quota and work on an 8% bonus after selling quotas have been reached. Some of us will say that the accounting on this project would drive us to drink, but it would not disturb you half as much as operating a business at a loss."

E. B. Evans Co. Introduces New Container Called "Innovation" for Fountain Syrups

E. B. Evans Company, of Philadelphia, manufacturer of syrups and toppings, announces the introduction of a new fountain syrup container, which is said to be the latest innovation of its kind. The company reported that deliveries are being made available in new 3-pint throwaway tins, packed one dozen to the case.

This new type container holds 48 fluid ounces, just enough to fill a fountain pump, and is claimed to have several advantages. The tins are designed to eliminate breakage in shipping and handling at the fountain, and syrup users will have no half-full units to store or open jugs.

Charles K. Eisman, Evans sales manager, stated that the new package is proportionately priced the same as in gallons, and, besides eliminating waste, the new tins save

storage space because they can be kept in the carton until needed.

"There's a time-saving factor, too," said Mr. Eisman, "because there are no part jugs to measure and count in checking inventory."

Any can opener may be used to puncture the top of the Evans tin. The new container is being used for all flavors of Evans ready-to-use fountain syrups, including cherry, vanilla, lemon, lime, orange, root beer, pineapple and lemon-lime. Special syrups available in the new 3-pint tins are coffee, grape, ginger ale and strawberry.

Evans products are sold through service wholesalers.

Deaths

Paul G. Caldwell, age 55, prominent Gastonia pharmacist, died in that city on July 28 after a long illness. Partially incapacitated by ill health for several years, Mr. Caldwell had been in a serious condition for almost a year.

Mr. Caldwell was born in Mecklenburg County on January 23, 1894. He was a graduate of Page's School of Pharmacy and had been associated with various Gastonia pharmacies since 1913. At the time of his death he was operating the Caldwell Drug Store, on East Franklin Avenue.

He took great pride in his business and was noted for operating one of the cleanest drug stores in the State.

Honorary TMA Member

The Traveling Men's Auxiliary has made Dave Shreve a life member of their organization. A certificate of life membership has been mailed to Dave at his home in St. Petersburg, Florida.

For many years Mr. Shreve represented Justice Drug Company in the north central part of North Carolina. He retired last year, and since that time has been living in Florida.

Dave makes the sixth life member of the TMA, the others being J. B. Bowers of Richmond, J. R. Brownie of Norfolk, R. C. Cagle of Rockingham, J. Ben Coppedge of Raleigh and R. E. Hunter of Charlotte.

To Take Examination—Cosmetic School of Beauty Fashion

Nineteen young salesladies employed by member stores of the N. C. Pharmaceutical Association will come to Chapel Hill on September 30 for a two-hour written examination given by representatives of The Cosmetic School of Beauty Fashion. The examination culminates a period of two months during which the class has studied selling cosmetics by means of eight weekly lessons.

Members of the class who successfully pass the examination will receive a certificate as "Beauty Consultant" from the Cosmetic School of Beauty Fashion. This certificate is to be displayed at point of sale and used in store advertising.

The following salesladies are expected to take the examination: Mrs. John D. McInnes, West End Pharmacy, West End; Miss Elaine Fries, Cox Pharmacy, Winston-Salem; Miss Rebecca Sue Moss, Burlington Drug Co., Burlington; and Mrs. Lavina Davis, Roberts Pharmacy, Marshall.

Miss Theresa Lee Sykes, Main St. Drug Company, Burlington; Miss Geraldine Helms, The Drug Centre, Albemarle; Mrs. Ross Pittman and Mrs. Thomas Campbell, both of Rimmer's Drug Store, Sanford.

Mrs. Wilma Dail and Miss Irene Jethro, both of The Apothecary Shop, Elizabeth City; Miss Winifred Avery, Bissette's Drug Store, Greenville; Mrs. Guy Culbreth, Summit Street Pharmacy, Winston-Salem; Mrs. Allie Byrd and Mrs. Cleta Patterson, both of Hedgpeth Pharmacy, Lumberton; and Miss Betty Jean Hobson, Ramseur Pharmacy, Ramseur.

Miss Rachel Virginia Collins and Miss Dorothy Nell Thompson, both of the I. W. Rose Drug Company, Rocky Mount; Mrs. Harrison Morrow, Freeze Drug Company, Hendersonville; and Mrs. Clarence Tucker, Greene Street Drug Company, Greensboro.

Persistence

There comes a time to nearly all when the struggle seems hardly worth while. Yet

history tells that out of persistence in times of discouragement comes success.

Charles W. Post made the first Postum in a barn.

J. L. Kraft was a grocery clerk who started with a capital of \$65 to peddle cheese from a 1-horse wagon.

In 1869 H. J. Heinz planted a small plot of horseradish. He and two women and a boy grated and bottled the root.

Coca-Cola was first made in the kitchen of an old home adjoining Mr. Pemberton's drug store.



The Name at the Top—It's EVERFRESH



Cases 2-doz. \$1.62
thru your Jobber

and . . . The Top
Name among qual-
ity brands

Assures
PROFITS
Assures
DEMANDS

"The swing is definitely toward the brands the public knows."

Fair Trade Price
25c

The McCambridge & McCambridge Co.
Baltimore 23, Md.

NOW..You Can Tell
Your Customers to Take Their Choice,
but take "BC"

TABLETS



POWDER

**10¢ and 25¢
SIZES**



★ Same famous

formula—same fast relief.

Two tablets equal one powder. Both

act quickly to relieve headaches,

the pains of neuralgia and

minor muscular aches.

Nationally distributed.

Nationally advertised.

HEARD OVER 350 Radio Stations-247 Newspapers

A Damnable Absurdity

By C. M. CAIN, Henrietta, N. C.

When can a prescription be refilled? The answer by Dr. Paul B. Dunbar, Commissioner of Food and Drugs, as published on page 78 of *The American Druggist*, March, 1949: "A prescription can be refilled with the specific authorization of a physician. Refilling without such authorization is in both fact and logic an over-the-counter sale. Without specific authorization to refill, the special legal and professional status of a prescription expires on the first filling—once filled, such a prescription has the same value as a check on which the bank has once made payment."

Are the pharmacists of this country going to submit to this asinine ruling of officialdom without a test of the case in court? All this resolving is not worth a tinkers damn. What should be done is to have some pharmacist disobey the ruling by refilling some such prescription, as say "Alophen Pills," and after notifying Dr. Dunbar that he has done so, and citing him the facts, challenge him to prosecution.

Then let us all back the pharmacist with our moral and financial support. I shall be glad to head the list with a contribution.

Before 1905 the only specific instruction as to refills was the physician's "non repetat," and all ethical pharmacists were honor bound to respect it. In 1905 the Wiley Act, parent of the present Food, Drug & Cosmetic Act, came into being, and subsequent years has seen the addition of other restrictive laws, both State and Federal.

This is the first time to my knowledge an official has issued a "Ipse Dixit" that to many appears to carry with it the power and force of legislative decree. As Attorney Bowman will inform you, one of the greatest law-givers of all time said that all laws and rules for civilized society should be justly construed and interpreted in the light of, or with respect to, what abuses they are intended to correct, or what service they are intended to perform.

Measured by that yardstick, Dr. Dunbar's edict is a damnable absurdity. Would Dr. Dunbar require a restaurant to print a statement with a second dish (refill) of corn flakes bearing the serial number of the

package, as suggested in his edict? There would be just as much logic in it.

There are not only moral and ethical considerations involved in this "edict" but the pharmacist has (outside of his supposed accountability to Dr. Dunbar's ruling) a very definite and specific legal responsibility to the patient who applies for a refill. Numerous cases in the state courts, and it is my impression one case went to the Supreme Court, wherein it has been universally decided by the majority of them that the patient, upon paying the physician's fee, immediately acquires a proprietary interest in that recipe.

The language of most of the court decisions were somewhat like this. After a patient has acquired his proprietary interest in a particular recipe—a prescription as previously stated—in the absence of instructions to the contrary by the physician or a stay by specific laws, such patient is at liberty to demand a refill of such recipe or a copy of same from the pharmacist who filled it in the first instance.

It is mandatory upon said pharmacist to comply with such request or be held legally accountable for damages. In lieu of these decisions, unless they are reversed in future court procedure, it might be best for a pharmacist, when in doubt, to make a copy of such requested prescription, have the patient endorse it on the back, and after filling it, place the prescription in his regular file. This procedure, in my opinion, is largely correct and meets the requirements of all existing laws and regulations.

the most

refreshingly delicious

candy ever made



Old Dominion

bon bon coated

mint butter creams

unaffected by Summer Heat

will give you cool candy profits
never before possible
during the Summer Season

Old Dominion Candies

ROANOKE, VIRGINIA

On Road to Recovery

We are glad to report continued progress in the recovery of two faithful members of the Association—James Gordon Ballew of Lenoir and R. R. Copeland of Ahoskie—both on the sick list during recent months.

Mr. Clyde Eubanks and Secretary Smith visited Mr. Ballew recently at his home in Lenoir. Mr. Ballew had just returned from a visit to Boone. Although he has been forced to curtail his outside activities considerably, he is keeping up with pharmacy doings in the State. The welcome sign is out at the Ballew home to any of their friends passing through that section.

Mr. Copeland has recovered sufficiently to make a daily visit to his pharmacy in Ahoskie. He checks by the drug store each day to greet his friends and to confer with Earl U. Capps, now a partner in the business and store manager.

Time Off

David R. Davis and family of Williams- ton recently toured Western North Carolina. They were especially impressed with

Highlands, where they spent several days.

Shortly after Mr. Davis left, his nearby neighbor, W. B. (Bill) Gurley of Windsor took off for Newton. In his absence Mr. P. M. Arps came up from Plymouth to do a bit of relief work for Bill.

Another pharmacist doing a bit of traveling in early September was John Rosser of the Presbyterian Hospital Pharmacy Department, Charlotte. John and his wife visited Luray Caverns in Virginia and returned by way of the Skyline Drive to Boone.

Changes Name

At a meeting of The Asheville Chapter of The Woman's Auxiliary of the NCPA, held at the Battery Park Hotel on September 2, the group voted to change the organization's title to "Woman's Auxiliary of The Asheville Drug Club."

Two new members were added to the membership roll: Mrs. Joe Russell and Mrs. Milton Russell.

BONUS DEALS

Effective Until Further Notice

TINA-CIDE

35c Size—(List \$2.40)

1 Dozen—1/12 dozen BONUS from Wholesaler

3 Dozen—1/4 dozen BONUS from Wholesaler

*** Plus—1/4 dozen BONUS, Direct**

***Direct Bonus sent upon receipt of wholesale invoice**

COMBINATION PACKAGE

EDWARDS FOOT POWDER & TINA - CIDE

**1 Dozen—
1/6 dozen
BONUS from
Wholesaler**

TINA-CIDE

**69c Size—
(List \$4.80)**

Send Us Your **KODAK FINISHING**

FOR

TOP QUALITY—POPULAR PRICES—RAPID SERVICE—
LIBERAL DISCOUNT

We are serving many of the finest drug stores and camera shops in the Carolinas and Virginia including:

Apothecary Shop, Elizabeth City, N. C.
Ashland Camera Shop, Ashland, Va.
B & M Drug Co., Crewe, Va.
Basarts Drug Store, Greenville, N. C.
Baxter's, New Bern, N. C.
Bells Drug Store, Greenville, N. C.
Boyd's Camera Shop, Fayetteville, N. C.
Brame Drug Store, N. Wilkesboro, N. C.
Bunch Drug Store, Goldsboro, N. C.
Butler & Carroll Drug Co., Dunn, N. C.
Bynum's Drug Store, New Bern, N. C.
Campbell Pharmacy, Hamlet, N. C.
Carolina Rexall Store, Wadesboro, N. C.
Clark's Pharmacy, Williamston, N. C.
Coleman Walgreen Agency, Jacksonville, N. C.
Connell's Drug Co., Henderson, N. C.
Culpepper Book Store, Culpepper, Va.
Dameron Drug Store, Tabor City, N. C.
Davis Pharmacy, Williamston, N. C.
Day's Drug Store, Spruce Pine, N. C.
Edwards Drug Store, Wake Forest, N. C.
Edwards Pharmacy, Ayden, N. C.
Emporia Drug Co., Emporia, Va.
Evans Pharmacy, Dillon, S. C.
Everington Drug Store, Laurinburg, N. C.
W. B. Fearing, Manteo, N. C.
Fox Drug Co. Inc., Rockingham, N. C.
Fremont Drug Co., Fremont, N. C.
Goldsboro Drug Co., Goldsboro, N. C.
Hall Drug Co., Scotland Neck, N. C.
Haney's Pharmacy, Waynesboro, Va.
Hilton Pharmacy, Hilton Village, Va.
Hobby Center, Newport News, Va.
Homes Pharmacy, Bowling Green, Va.
H. R. Horne & Sons, Fayetteville, N. C.
Howell Drug Co., Raeford, N. C.
Hughes Drug Co., Ashland, Va.
Jay Bee Drug Co., Dillon, S. C.
Johnson Drug Co., Smithfield, N. C.
Jones Drug Co., Franklin, Va.
Jones Pharmacy, White Stone, Va.

Lenoir Drug Store, Lenoir, N. C.
 Lincoln Cut Rate Drugs, Inc., Lincolnton, N. C.
 Louisa Drug Co., Louisa, Va.
 Matthews Drug Co., Roanoke Rapids, N. C.
 McIntyre Drug Co., Dillon, S. C.
 Miller's Camera Shop, Williamsburg, Va.
 Mineral Drug Store, Mineral, Va.
 Mitchener's Pharmacy, Edenton, N. C.
 Montgomery Drug Co., South Hill, Va.
 Morehead City Drug Co., Morehead City, N. C.
 Nansemond Drug Co., Suffolk, Va.
 Parker's Drug Store, Henderson, N. C.
 Pettus Garland Drug Co., South Hill, Va.
 Ragsdale Studio, Chase City, Va.
 Ramseur Pharmacy, Ramseur, N. C.
 Red Springs Drug Co., Red Springs, N. C.
 Rice's, Kilmarnock, Va.
 Ricks Drug Co., Rocky Mount, N. C.
 Ricketts Drug Store, Orange, Va.
 Ridenour Studio, Fayetteville, N. C.
 Rock Drug Co., Valdese, N. C.
 Rosemary Drug Co., Roanoke Rapids, N. C.
 Scotland Drug Co., Laurinburg, N. C.
 Louis Selig, Elizabeth City, N. C.
 Selma Drug Co., Selma, N. C.
 Souder's Pharmacy, Fayetteville, N. C.
 Spencer Drug Co., Blackstone, Va.
 E. M. Stratton, Gordonsville, Va.
 Wakelon Drug Co., Zebulon, N. C.
 Ward Drug Company, Nashville, N. C.
 Warren's Drug Store, Greenville, N. C.
 Warsaw Drug Co., Warsaw, N. C.
 Watkins Wood Drug Co., Emporia, Va.
 White's Pharmacy, Hilton Village, Va.
 Windsor Pharmacy, Windsor, N. C.
 Woolard's, Henderson, N. C.
 Zoeller Drug Co., Tarboro, N. C.

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For every member of family

Surgeon's Fees \$10.00 to \$150.00 per operation.

For every member of family

Medical care (non surgical) hospital and home

All this is available to your employees on the pay roll deduction plan, on the following premium paying basis.

1. The employer pays entire premium which is deductible as business expense from income taxes.
2. The employer pays part of premium. That part which he pays is deductible as business expense from income taxes.
3. The employee pays it all, in which event employer may not deduct from income tax.

This is employee-employer goodwill relation.

It costs nothing to inquire. Every drug store member of the N. C. P. A. is eligible for this service.

Premiums payable monthly, quarterly, semi-annually or annually.
Write for particulars to

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AGENCY REPRESENTATIVES:

R. J. GOLDEN, MRS. J. E. FERGUSON, LUCAS ABELS

Instructions

Mrs. Nina Williams, an employee of Koonts-McGhee Drug Company, High Point, was impressed by an article, "Special Instructions to New Soda Fountain Help," which originally appeared in *The Kansas Pharmaceutical News*. Since the instructions are presented in a most unique manner, we reproduce them in their entirety below.

Mrs. Williams is a graduate of the Kansas University School of Pharmacy and is a classmate of Walt Rickel, author of "Instructions."

SPECIAL INSTRUCTIONS TO NEW SODA FOUNTAIN HELP

All employees are on trial *The First Week*.

The Customer is the important thing in the store. He makes the purchases that make the profit that pays *Your Salary*. Treat him kindly and courteously. Always say, "Thank you," and "Come again."

Drinks and merchandise are not a part of your salary. *All Items*—drinks, sandwiches, gum, candy, cigarettes, etc., are to be charged to yourselves by you or another clerk at the regular retail price. At the end of the week, you will be given a 20% discount (except on cigarettes) and the balance deducted from your salary. *This Is Every Week on All Items*.

Drinks must all be made alike. All uniform—no "specials" for friends.

Counters must be wiped clean at the time glasses and dishes are picked up. Never leave dirty dishes on tables or counter, and *Immediately* clean table and counter tops.

Customers must be waited on promptly, especially at the fountain. This is the responsibility of the fountain employees. Others will take care of other trade most of the time.

Boy Friends at the Store Are Out. This is your own personal problem. After hours, *OK*. On the job, *No*. You tell 'em. I won't.

The library is up town. Reading on the job makes the customer feel he is interrupting your pleasure. He might not want to

bother you a second time so *Let's Don't*. Same applies when customer sees a clerk comfortably seated. Again, let's don't.

Let's not congregate in groups and visit. The customer might feel left out of it. Me too.

You are about to go to work in a nice clean new store. Let's work together to keep it that way. A little every day will keep the whole store neat and clean. You'll have plenty of spare time in which to do this. Push the broom, too, when the floor is littered. Displays and counter tops *Must* be dusted each day.

Ask anything you need to know. We all learned that way. Don't hesitate to ask anything you need to know. *If in Doubt—Ask!*

It may be necessary to add to this list from time to time; its purpose is to make it easier for all to understand from the first day just what is expected. *I Will Not* spend time correcting mistakes after once explaining what I expect. Violations *Might* be overlooked *Once*. Certainly not twice.

Initiative and willingness are more valuable than previous experience. Whether or not you make it, depends upon only you.

Absolute honesty of employees is taken for granted. Any circumstance proving otherwise can result only in instant dismissal.

I have read the above, and will do my best to carry out the provisions set forth.

No Breakage—Easier Handling!

**EVANS Ready-to-Use
Fountain Syrups**

Now Available In

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Also in gal. glass jugs. Ask your service wholesaler. E. B. EVANS CO., Phila. 33, Pa.



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tablets for
cold
discomforts*

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2 BONUS

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SALISBURY • NORTH CAROLINA

In the Fifth in a series of Messages Dedicated to the Wholesalers of America, OWEN DRUG COMPANY pays its respects to—

Dr. T. C. SMITH COMPANY

Asheville, North Carolina

The Dr. T. C. Smith Company is now celebrating its eightieth year of continuous service to pharmacy, having been established in 1869. This firm is now under the management of the third generation.

OFFICERS

T. C. Smith—President
Earlisle Smith—Secretary

Bretney Smith—Vice-President
Stacy Smith—Treasurer



Front row, left to right: W. C. (Bill) Braman, Stacy Smith, Norman F. Young. Second row, left to right: Earl R. Houser, Hubert E. Phillips, C. R. (Bob) Hinkle, J. W. (Jim) Harrison.

Space does not permit the listing of the many other members of Dr. T. C. Smith Company family, who contribute to the service and efficiency of this organization.



SCHOOL OF PHARMACY, UNIVERSITY OF NORTH CAROLINA, CLASS OF 1909-10

Pharmacy Students, 1909-'10

Continuing our series of U. N. C. pharmacy class pictures, this month we throw the spotlight on the Class of 1909-1910, which was made up of 30 boys from all sections of the State.

So far we have been able to identify 23 members of the class. There is some doubt about the identification of No. 12 (Guy Ross of Ayden) and Nos. 25 and 27 are said to be the two Williams boys, but our informant was unable to differentiate between John Claud and Richard Fleet.

If you were a member of the Class, we will appreciate your assistance in completing identification of the picture. Eventually the picture will be on display in the Institute of Pharmacy building as well as in the library of the U. N. C. School of Pharmacy.

1. I. L. Zuckerman, Greensboro
2. W. B. Wilson, Hendersonville
3. R. K. Webb, Shelby
4. Unknown
5. W. C. F. Harris, Hope Mills
6. L. E. Hesterly, Hendersonville
7. C. B. Rhinehardt, Asheville
8. Caney Foster, Weldon
9. Joe F. Hoffman, Jr., High Point
10. J. L. Wilkerson, Jr., Durham
11. J. B. O'Brien, Rockingham
12. Guy Raymond Ross, Ayden (?)
13. F. J. Hunnicutt, Durham
14. Prof. J. G. Beard, Chapel Hill
15. Unknown
16. Paul Taylor, Kinston
17. Claud Norman Smith, Washington, D. C.
18. Bate C. Toms, Rutherfordton
19. George W. Waters, Jr., Goldsboro
20. Unknown
21. Unknown
22. W. F. Strayhorn, Durham
23. Unknown
24. Hugh L. Gwynn, Mount Airy
25. Unknown
26. L. C. Dupree, Dunn
27. Unknown
28. H. G. Coleman, Durham
29. Bunn Hearn, Chapel Hill

From the following list of students, all members of the first year pharmacy class

of 1910, is expected to come the identification to the persons marked "unknown": Paul Vernon Godfrey, Charlotte; Howell Royster Kyser, Rocky Mount; Luther A. Linn, Landis; Charles Lester Mann, Franklin; Eston Gibbons Norwood, Chapel Hill; Charles Wingate Reed, Washington, D. C.; C. M. Van Poole, Jr., Salisbury; John Claud Williams, Godwin; and Richard Fleet Williams, Hiddenite.

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Our salesman calling on you has complete information concerning quantities for best prices, etc. Let him assist you in bringing your stock up-to-date enough to insure your getting maximum results.

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GREENSBORO, N. C.

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Grand Jury Investigates Practice of Ordering Narcotic Drugs by Phone

Article 172 of Regulations No. 5, Bureau of Narcotics, reads: "The furnishing of narcotics pursuant to telephone advice of practitioners is prohibited, whether prescriptions covering such orders are subsequently received or not, except that in an emergency a druggist may deliver narcotics through his employee or responsible agent pursuant to a telephone order, provided the employee or agent is supplied with a properly prepared prescription before delivery is made, which prescription shall be turned over to the druggist and filed by him as required by law."

For a picture of what happens when Article 172 is loosely observed, read the Grand Jury report below. And for the answer, turn to page 452.

Your Grand Jurors report that an inquiry was made by this Body based on the reports of the United States Bureau of Narcotics for this district involving violations of the United States Harrison Narcotic Law and the regulations of the Bureau of Narcotics by a certain number of doctors and pharmacists in this district and from the testimony of certain witnesses, among whom were included prominent doctors and pharmacists whose names this Body does not deem it advisable to disclose, and it was determined that physicians and druggists located in the Eastern District of Michigan are engaged in a vicious practice which constitutes a violation of the Acts of Congress relating to narcotic drugs, in that said physicians are, by telephone, giving orders for the dispensation of narcotic drugs by said druggists and said druggists are complying with said telephonic orders without having written prescriptions on file as required by law.

The said testimony produced before your Body further indicated that such a practice is existent not only in the State of Michigan, but is prevalent throughout the United States and it is the opinion of this Body that a comprehensive investigation is warranted in the other Federal Districts.

It is further the determination of this Body that such a practice presents opportunities for the diversion of narcotics through illicit channels and that such a practice destroys not only the safeguards against such illegal diversion, but it also frustrates the whole system of regulation and control of narcotics.

The testimony further revealed that while

literal interpretation and application of the law requires the presenting of a prescription simultaneously with the dispensing of the narcotics, exceptional or emergency situations may justify the dispensing of narcotics providing a diligent delivery of the prescription is made thereafter.

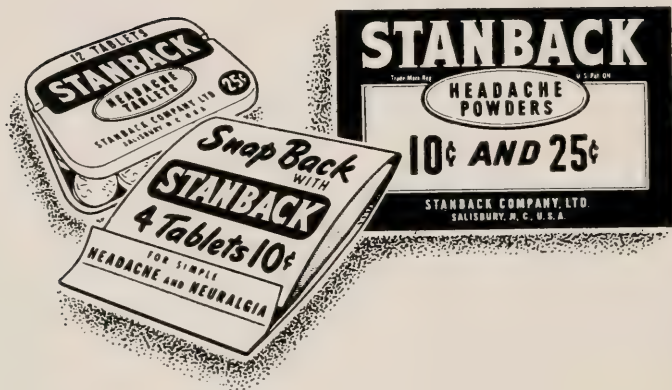
This Body did further find from the testimony submitted to it a tendency on the part of physicians to place the responsibility on the druggist for the writing and delivery of the prescription and it is the determination of this Body that such reliance by the physician on the druggist to secure compliance with the regulation, requiring the delivery of a written prescription, contravenes the spirit and intent of the regulation and leads to an unsatisfactory neglect in compliance therewith. This responsibility for the delivery of prescriptions definitely belongs to the physician and not to the druggists.

The medicinal function of narcotics for the alleviation of physical pain and suffering is without question a wonderful phenomena, but its misuse and consequential danger of developing addiction may cause a lifetime misery. The prerogative of determining the proper channels for dispensing narcotics belongs to the doctors. Such a right when exercised within the scope of their professional practice, is absolute. From the testimony produced by this Body, the doctors consistently conceded that the only practical and efficient method of assisting them as well as the investigative Bureau of Narcotics in the control of narcotics is through the issuance of orders in the form

(Continued on Page 439)

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Display - Sell:



STANBACK HEADACHE POWDERS and STANBACK HEADACHE TABLETS are fast repeaters—give you extra profits per dollar invested.

The same quick-acting formula in both STANBACK POWDERS and STANBACK TABLETS brings satisfied customers back to your store again and again.

All over America people are saying:

Snap Back with

STANBACK

of prescriptions. Therefore, the duty and the responsibility of providing the pharmacist with written prescriptions at the time of dispensing is on the doctors and not on the druggists. While there may be some inconvenience occasioned to either the doctor or the patient in complying with the regulation, such inconvenience is trivial compared to the resultant conditions that may arise from loss of control and regulation of narcotics.

The evidence revealed that the druggists do not relish the task of writing out the prescriptions and mailing them to the doctors for their signatures. In one instance, a doctor failed to return the signed prescription that had been sent to him by the druggist because a return envelope did not have a stamp affixed thereon. In a good many other instances, doctors were neglectful in returning signed prescriptions. Almost every druggist has testified that his acceptance of telephonic orders for dispensing narcotics was attributable to his apprehension of, and in some instances an expressed threat with, the loss of patronage by the doctor. Such constraint exerted by the doctors on the druggists is unjustified and indicative of unwillingness to comply with the law. It is the determination of this Body that any doctor requesting a druggist to dispense narcotics without the production of a signed prescription, excepting in an emergency situation, is equally guilty with the druggist in violating the law.

The evidence further established that certain druggists have installed direct telephonic accommodations as a special service to the doctors. Such an arrangement offers an inducement to the doctor to request by telephonic orders the dispensing of narcotics without the production of signed prescriptions. This Body views such an arrangement as far as narcotics are concerned with a critical attitude.

The evidence further reveals carelessness on the part of the doctors in issuing prescriptions without the address of the patient, and, in some instances, with a signature showing only the last name of the doctor. Access to prescription pads were made easy for forgers of prescriptions and obtain narcotics through forgeries. It appears that

the prescription method is the record upon which the investigative agents rely heavily for the detection and apprehension of forgeries and also for the illicit diversion of narcotics by registrants who might be catering to the addiction of others or themselves. The issuance of a prescription for the dispensing of narcotics is comparable to the issuance of a check on a bank account. The stock supply of narcotics by each pharmacist is tantamount to a bank account upon which doctors draw with a prescription. The doctors apparently have failed to realize the importance and dignity of a prescription, its function and value. This Body has been apprised that the State of California has placed by law the prescription in the same category of the official government order forms which are purchased by the doctors and other registrants at nominal cost and which are used to obtain the supply of narcotics. Under this law, doctors cannot have printed their own prescription forms. They are required to obtain official prescription forms from a state agency. They are issued to the registrants in triplicate. The doctor furnishes one of the triplicate forms to the patient, another is sent to the state and the third is kept by the doctor. Under this system a record is kept by the pharmacist, state and the doctor. Such a law has given the prescription a recognition of dignity and importance that it is entitled to. Forgeries have been reduced to a minimum. The doctor has exercised more caution and care against the loss or theft of his prescription forms. The investigative burdens of the Bureau of Narcotics have been lessened, and the regulation, the delivery of the prescription to the pharmacist by the doctor, has enjoyed a greater compliance. This Body is of the opinion that a similar law in this state and other states will eliminate many of the foregoing abuses.

Your Grand Jurors further report the acts of said physicians and druggists at this time are not criminally wilful but that said practice should immediately cease. We, therefore, recommend that if said practice does not cease, the Bureau of Narcotics and the United States Attorney's office take appropriate prosecutive action against all physicians and druggists who persist in this practice.

"THE SEAL OF SATISFACTION"



FOR PROFIT'S SAKE

Serve *GIBSONS*
ICE CREAM



JAMES S. WHITE, Mebane pharmacist, is shown above with the largest collection of antique mortars and pestles in the State. The collection, totaling 87, is on display in The Carolina Drug Company, Mebane. (Photo by William Lynch)

Mortar Collection

James S. White, Sr., Mebane pharmacist, is the owner of the most extensive collection of antique mortars in the State. Stimulated by his wife's interest in mortars, Mr. White started his collection in earnest in 1933. Today he has 87 mortars on display in his pharmacy, The Carolina Drug Company.

While most of the mortars have been collected from states on the Eastern Seaboard, several foreign countries are represented in the collection, including Mexico, Egypt, Italy, Russia, England, Scotland, Canada, and Central Europe.

One of the oldest mortars in the collection came from Egypt and is believed to have been used in the mummification of kings. Another of Mr. White's prized mortars came from the Hugh Mercer Pharmacy in Fredericksburg, Va. This mortar is made of brass and was in use about the time George Washington had an office in the Mercer drug store.

The largest mortar in the collection is one used originally by the Cherokee Indians. The vessel was used by the Indians in the

preparation of maize, or corn, long before the white settlers came to this country. The mortar is approximately three feet high and measures approximately 12 inches in diameter.

When asked what he intends doing with the collection, Mr. White stated: "I plan to some day give the collection to the Pharmacy School of The University of North Carolina."

Heavy Water

Of all the basic materials needed for atomic research, few are harder to obtain than deuterium oxide, sometimes called "heavy water." Producing it requires much nuclear know-how and an expensive plant. Recently, a Tar Heel woman offered to sell the Atomic Energy Commission all the "heavy water" it wants—from her backyard well. "I'm absolutely sure it's heavy water," she said. "I've carried pails from the well for more than 16 years. Lately they've been getting heavier—and heavier."



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\$20.00 Doz. 100s

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Pyridoxine HCl (B6) 10 mg. Tablets
\$2.75 per 100

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The Problem of Dental Caries

Tooth decay, or dental caries, has plagued the human race for thousands of years, and no one yet knows conclusively either what causes it or how to prevent it. Historical records show that many races of people suffered from tooth decay long before refined carbohydrates (often blamed today) were known. Examinations of skulls of early Romans, for example, show that probably as much as 85% of the citizens were suffering from excessive dental caries as long ago as the days of the Caesars; and that the early Greeks, Babylonians and Egyptians were not immune to it.

Countless research studies have been made during the past years, out of which have grown several schools of thought on the question of the cause and control of tooth decay. One theory is that decay is a localized process—that refined carbohydrates ferment in the mouth, encouraging the growth of acid-forming bacteria which attack tooth surfaces and break down the enamel. A second school feels that diet, both before birth and in the early years of childhood, plays an important part in the susceptibility of an individual to tooth decay. A third view leans to the revival of an old idea that the texture of foods, rather than their composition, controls the health of the teeth, and that the use of foods requiring plenty of mastication results in less decay.

Little seems to be definitely known about the cause or prevention of dental caries. Many of the apparent answers coming from laboratory findings show inconsistencies when checked against anthropological studies of eating and health habits and their relation to tooth decay.

All this is clearly shown in an interesting paper by Dr. H. H. Neumann, published in *The Lancet* (London) for June 7, 1947. Dr. Neumann, formerly Health Officer of the New Zealand Health Department, has made a wide survey of the incidence of tooth decay among many peoples. The following quotations are from this article.

Are dental caries caused by mineral deficiencies? “—Poor teeth are found in parts of New Zealand with a low calcium level in the water, in parts of England with a mini-

mum calcium level, and in parts of South Africa with a high calcium level. Good teeth are found among natives in Alaska regardless of low or high calcium or phosphorus intake. There appears to be no correlation between calcium and phosphorus intake and immunity from caries.”

Are dental caries caused by fluorine deficiencies? “—In South Africa, Kenya and Australia dental decay is prevalent among the white people, while the non-assimilated natives of the same places are hardly affected, though using the same drinking water. Tea has a high fluorine content but does not prevent caries in the English.”

Are dental caries caused by poor mouth hygiene? “—Filthy mouths are often free from caries and no relation is in fact apparent between oral hygiene and caries. The incidence of tooth brushes is often in inverse proportion to that of sound teeth.”

Are dental caries caused by vitamin deficiencies? “—In New Zealand, which has the highest caries incidence in the world, butter, milk and fresh fruit are abundant and the population has very good health apart from its teeth. Investigation in the Kangra district of Northern India where severe malnutrition, rickets and osteomalacia are extremely prevalent, showed that almost perfect teeth were compatible with severe rickets. In American prisoners-of-war released from Japanese prison camps after suffering from long-continued multiple vitamin deficiencies and severe malnutrition, the number of carious teeth was less than that of the same age-group living under normal conditions.”

Are dental caries caused by overuse of refined carbohydrates, especially starch? “—In central and southern Europe, where the teeth are comparatively good, the food is rich in refined carbohydrates. In New Zealand, with the worst teeth in the world, proportionately more proteins and less starch are consumed than in most other countries, the diet consisting mainly of meat, eggs, milk and cheese. On the other hand, proteins cannot be held responsible for dental caries,

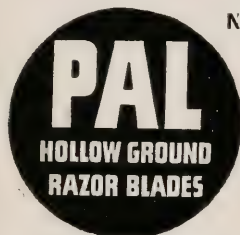
(Continued on Page 445)



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It's new! It's true! Pal's new Hollow Ground Injector Blade is the world's finest. Pal also presents two new Zipaks—one for Double Edge Blades, one for Single Edge. Zip!—and out pops a Pal. For fast profits, order a supply of Pal's new Hollow Ground Injector Blades and improved Pal Hollow Ground in Zipaks.

"Pal's the Blade It Pays to Push"



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DOUBLE
and
SINGLE
EDGE

Pal Blade Co., Inc., 43 W. 57th St., N.Y. 19

Wolfe Resigns

B. H. Wolfe has resigned as pharmacist with Burlington Drug Company. We understand he plans to move to Greensboro where he will be associated with one of the established drug stores in that city. Mr. Wolfe formerly represented Parke, Davis & Company in Guilford and Alamance counties.

Marriage

Miss Francis Belle Tunstall and William Herbert Hollowell, Jr. were married in South Boston, Virginia, on September 3.

W. Clyde Hollowell of Greenville, brother of the bridegroom, was the best man.

The bridegroom is a graduate of the U. N. C. Pharmacy School, Class of 1944, and is associated with Leggett & Davis of Edenton. He served in the Navy during the war, holding at the time of his discharge the rank of Pharmacist Mate, second class.

The young couple will make their home in Edenton.

★ *For Better Service* ★

Robert R. Bellamy & Son

Wholesale Druggists

Wilmington, N. C.

DENTAL CARIES

(Continued from Page 443)

because the Eskimo, who live almost entirely on meat, have sound teeth."

Are dental caries caused by too much sugar? "—In central Europe, where meals ordinarily conclude with a cooked sweet dish, teeth are fairly good. Negroes in the West Indies, who habitually chew sugar-cane, have excellent teeth. The sugar consumption per head is higher in North America than in England, yet American teeth are much sounder."

Are dental caries caused by dental disuse? "—In New Zealand dental disease is rampant among the British population and among those Maoris who have adopted a British diet, but is rare among the Maoris keeping to their traditional diet. As already indicated, the British diet in New Zealand shows no obvious deficiency, but a striking characteristic of the food as eaten is its softness. Almost all of it can be swallowed without mastication; the meat is thinly cut and taken in small pieces that may or may not be chewed; the bread crust is usually removed and thrown away; the proper use of the teeth is considered bad table manners."

DR. NEUMANN'S SUGGESTIONS

Among the proposals Dr. Neumann makes for insuring greater mechanical use of the teeth is the addition of some hard bread crust, old Swedish or Italian type bread, to the diet. He believes that carrots, celery, apples and fruit are generally of little value and that there is no benefit in hard biscuits, toast or cracking hard foods. "Chewing of sugar cane," he maintains, "has been found useful in the treatment of teeth that have not been well exercised, but great care must be taken at first because some of the little used teeth may break.

"If rice is a staple food, the prevention of caries demands the consumption of undercooked rice, leaving the grinding of the grains to the teeth. Where this is the custom, as in the Philippines, the teeth are excellent, whereas in parts of China, where the rice is well cooked, the teeth are poor.

"After a lifetime of chewing the teeth may be ground down and shortened, as in old horses, but are free from caries. In fact, attrition and dental caries occur in in-

verse relationships; they usually exclude each other, except where the attrition reaches the pulp cavity and further chewing becomes painful."

Conclusion: Reviewing the factors commonly blamed for endemic dental decay—such as mineral deficiencies, fluorine deficiency, poor dental hygiene, inadequate sunshine, constitutional factors, vitamin deficiencies, and overuse of starch and sugar in the diet—I conclude that they have little effect on endemic dental decay, and do not explain its peculiar geographical distribution. The consistency of food, the table manners of the people, and the extent to which cutlery is used are far more important.

"The disuse odontoporosis which leads to dental caries can be prevented—and to some extent treated—by restoring to the teeth their proper work of chewing. Though there is little immediate hope of getting the white man to eat tougher food generally, this major deficiency of modern diets can be largely corrected by adding sufficient 'toughage' to what he eats."



"IT'S FAMOUS

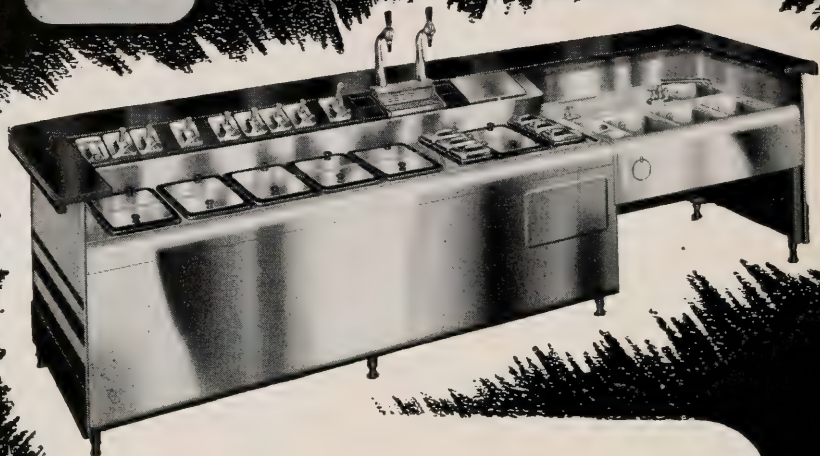
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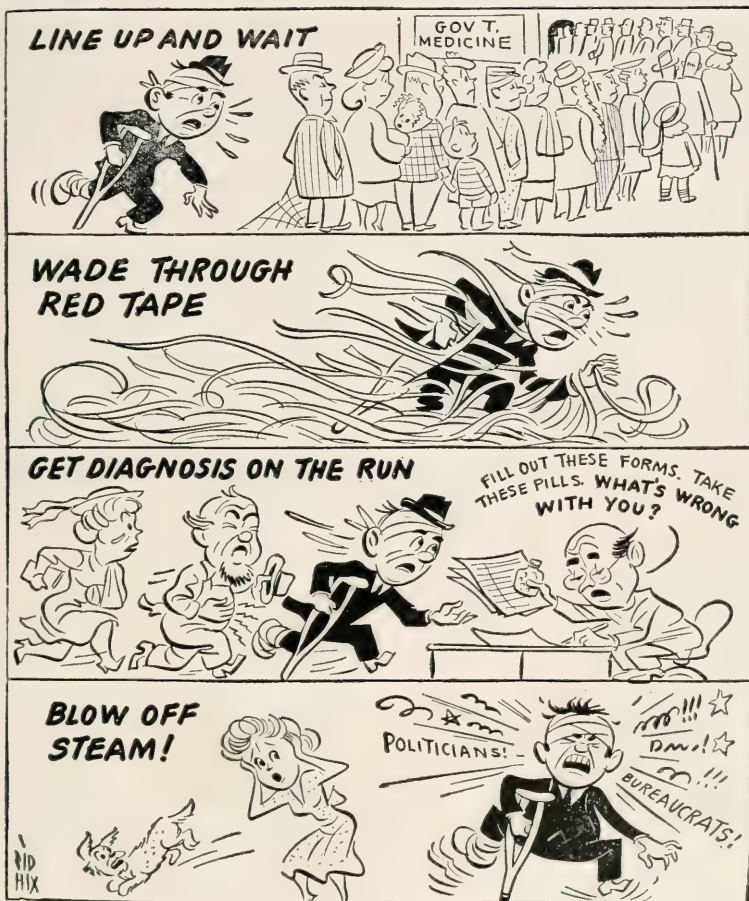
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News from Here and There

Caldwell's Drug Store, Gastonia, has been incorporated with S. J. Brown as part owner and manager . . . J. C. Jackson, NCPA President and member of the N. C. Board of Health, attended an all-day health conference in Greensboro on September 15th . . . thence to Yanceyville where he and T. J. Ham, Jr. got together for their trip north to attend the NARD Convention . . . among the spectators in Cleveland for the air races was W. A. Simmons of Winston-Salem . . . Charles Sisk is now sole owner of the Malvern Hills Drug Store, Asheville . . . W. A. Hayes is now working in High Point with Leonard Drug Store . . . Sandy Griffin of Marshville, as pharmacist, and Joe Allen, as manager, have teamed up to operate Randolph Drug Company, Ashboro . . . the NCPA Executive Committee will meet in Chapel Hill on October 5 . . . Dr. Fred Semeniuk has returned to Chapel Hill after a visit to his parent's home in Canada.

HOW TO SEE A DOCTOR (Under Socialized Medicine)





C. J. JAMES
HILLSBORO



J. T. MENLEY
HOPE MILLS



E. R. THOMAS
ERWIN



M. C. MILES
HENDERSON



M. O. SAVAGE
ROANOKE RAPIDS



MOSS SALLEY
ASHEVILLE



A. A. LLOYD
HILLSBORO



D. D. HOCUTT
HENDERSON



H. O. KERR
GREENSBORO



H. MITCHELL
RALEIGH



J. T. RUSSELL
ASHEVILLE



B. E. FORREST
HILLSBORO



J. W. TYSON
GREENSBORO



H. H. SHIGLEY
ASHEVILLE



C. R. WHEELER
OXFORD



J. P. BARBOUR
BURLINGTON

Personalities No. 10

CHARLES JORDAN JAMES

Hillsboro

Born Hillsboro, N. C., December 12, 1903; a graduate of the U. N. C. School of Pharmacy, Class of 1929, and a licensed pharmacist of the same year; a former employee of the Westside Pharmacy, Durham; now owner-operator of the James Pharmacy, Hillsboro; member of the NCPA, NARD and the Hillsboro Lions Club of which he is a past president; a Scottish Rite Mason and a Shriner (Durham Shrine Club); member of the Orange County Board of Health and the Methodist Church.

JOHN T. HENLEY

Hope Mills

Born Wadesboro, N. C., August 10, 1921; a graduate of the U. N. C. School of Pharmacy (B.S. degree in Pharmacy, 1943) and a licensed pharmacist of 1943; following graduation worked as employee of Roxboro Drug Company, of Roxboro, and Boone-Iseley Drug Company, Raleigh; served in World War 2 and held rank of Staff Sergeant at time of discharge; now owner-operator of the Clinic Pharmacy, Hope Mills; member of the NCPA, the Kiwanis Club and the Ruritan Club (President, 1949); elected mayor of Hope Mills in 1947 and reelected 1949 for another term; member of the Methodist Church, Kappa Psi and the Masonic Order.

EDWARD R. THOMAS

Erwin

Born Moore County, May 25, 1876; licensed as a pharmacist in the State in 1902; has been in the drug business since 1899, first with W. M. Yearby of Durham, later operated the West Durham Drug Company (now Brewer's); now owner-operator of the E. R. Thomas Drug Company of Erwin; member of the NCPA, Steward in the Methodist Church; a former member of the Board of Commissioners of Harnett County; has served on many NCPA committees, including Legislative Committee (1927-'28), Committee on Principles of Business Practice (1928-'29) and the U. N. C. Pharmacy School Visitation Committee (1933-'34).

M. CLIFTON MILES

Henderson

Born Warrenton, N. C., Feb. 22, 1893; served apprenticeship with Dr. C. A. Thomas' Drug Store and Burwell Drug Company, Warrenton; a graduate of the U. N. C. School of Pharmacy (1917) and a licensed pharmacist of the same year; a former employee of Parker's Drug Store, Henderson; now operates Miles Pharmacy in that city; member of the NCPA, NARD, Kiwanis Club, American Legion, County Democratic Executive Committee, Director Henderson B. & L. Association, Past President University Alumni Association, Member Henderson Chamber of Commerce, the Masonic Lodge, and Knights of Pythias; a past president of the Kiwanis Club of Henderson, a Boy Scout Counselor, and a member of the City Council; Sunday School teacher and a Deacon in the Baptist Church.

MATTHEW C. SAVAGE

Roanoke Rapids

Born Spring Hope, N. C., Jan. 28, 1905; licensed as a pharmacist in 1940; a former employee of Kyser Drug Company, Andrews Drug Company and Saunders Drug Store, all of Rocky Mount; now owner-operator of Taylor's Drug Company, Roanoke Rapids; member of the NCPA, NARD, and the Roanoke Rapids Rotary Club; member of the Baptist Church.

MOSS SALLEY

Asheville

Born Orangeburg, S. C., Sept. 12, 1889; a graduate of the Department of Pharmacy, Medical College of South Carolina (1909) and a licensed pharmacist in this State (1910); formerly employed by Statesville Drug Company, Statesville, and Scruggs Drug Store, Asheville; now owner-operator of Salley's Drug Store, Asheville; member of the NCPA, NARD, A. Ph. A., Civitan Club and the Asheville Drug Club (Past President); member of the Board of Directors of the Asheville Chamber of Commerce and a Past President of the Asheville Merchants Association; member of the Presbyterian Church.

ALLEN A. LLOYD

Hillsboro

Born Hillsboro, N. C., July 24, 1914; holds a B.S. degree from Elon College (1937) and a B.S. degree in Pharmacy from the University of North Carolina (1940); licensed as a pharmacist (1940) and a former employee of Plaza Drug Store and the Standard Drug Company, both of Charlotte; now an employee of James Pharmacy, Hillsboro; a member of the NCPA and Eagle Lodge No. 19 (Mason); member of the Methodist Church; author of several historical books.

DELMA DESMOND HOCUTT

Henderson

Born Durham, N. C., Sept. 5, 1900; a graduate of the U. N. C. School of Pharmacy (1920) and a licensed pharmacist of the same year; a former employee of the Westend Drug Store, Hillsboro, and White's Drug Store, Mebane; now associated in business (Page-Hocutt Drug Company) with C. E. Page of Henderson; member of the NCPA, NARD, A. Ph. A., the Elk's Club and Knights of Pythias, a Steward in the Methodist Church.

BANKS DAYTON KERR

Greensboro

Born Mooresville, N. C., August 11, 1922; a graduate of the U. N. C. School of Pharmacy (1943) and a licensed pharmacist of the same year; prior to service in World War 2 (discharged as a Staff Sergeant) he was manager of Stokes Pharmacy, Portsmouth, Va.; following return from service was employed by Liggett Drug Company, Charlotte, and Wilkerson-McFalls Drug Company, Greensboro; now manager of Liggett Drug Company, Greensboro; member of the NCPA and the Methodist Church.

(Continued on Page 451)

Fair Trade and Turnip Greens

Here's an interesting story which we picked up from Tom Sharp's bulletin, *The Tennessee Pharmacist*:

"In January 1937, when the Druggists of Tennessee were trying to pass our Fair Trade Law, a delegation of Druggists called on Governor Gordon Browning to enlist his support of the proposed Fair Trade Law, and we were surprised to find that the Governor knew the evils of 'Cut Price' sales tactics probably better than most of us did. He had learned his the 'Hard Way.' And, if our memory is not too far off, this was the story that he told us at that time.

"When a mere boy, he was working hard to get his education in the grade schools of Carroll County. He worked all the summer vacations on the farm and attended schools when they were in session. In order to have

a little spending money for school purposes, he had planted a good size patch of Turnip Greens. He would cut these greens on Friday and bring them in to the grocery firms in Huntingdon for Saturday sales. He did not always sell the entire lot, but he got a fair price, and the grocer made a fair profit on the sales of the Turnip Greens to his customers. But one Thursday one of the 'Cut Rate' grocers there in Huntingdon called him in and offered to take all that he could cut that week and offered him a premium price for them. He was elated at the prospect, but he was chagrined to find that the 'Cut Rater' sold his Greens at less than he had paid for them and ran them at a special sale in order to get more people to come into his store, and the next week, no other Grocer wanted any greens and, of course, the 'Cut Rater' did not want any more, hence the market for Turnip Greens was dead in Huntingdon, the Young Browning had a good size patch with no outlet for sale."

CAPUDINE

is the Liquid Headache and Neuralgia Relief that has always been promoted for sale only through *Druggists*.

For over 50 Years Capudine advertisements have directed the consumers to "Get Capudine from your *Druggist*."

***"A Good Product
Consistently Advertised"***

CAPUDINE CHEMICAL COMPANY
Raleigh, North Carolina

PERSONALITIES

(Continued from Page 449)

H. MITCHELL

Raleigh

Born Clayton, N. C., October 2, 1894; started in pharmacy with Saunders Street Pharmacy, Raleigh, in 1913, and attended Page's School of Pharmacy in 1917; in March of 1918 became associated with the W. H. King Drug Company and is still with this concern as city salesman in Raleigh; a member of the NCA and a Royal Arch Mason, member of the Presbyterian Church.

JOE TERRELL RUSSELL

Asheville

Born Canton, N. C., June 27, 1919; attended Hampden-Sydney College, Hampden-Sydney, Virginia (1938-'39); for three and one-half years served with the 440th Anti-Aircraft Artillery Automatic Weapons Battalion in the Army Medical Corps; landed on Utah Beach near St. Marie Du Mont, Normandy, France on June 9, 1944; ran column protection to the 314th Infantry Regiment of the 79th Division in the pursuit of the German Army to the Belgium border in what is reputed to be the most rapid advance against a delaying enemy in the history of warfare; participated in the battle for Aachen and the Hurtgen Forest offensives in close support of the 1st and 4th U. S. Infantry Divisions; spent 15 days falling back and fighting with the 99th and 106th Infantry Divisions in the Battle of the Bulge; crossed the Rhine with the 75th Infantry Division at Wesel and Duisburg and relieved the 1st Battalion of the 291st Infantry in the line west of Dortmund; while in battle attached to the following divisions: 79th, 106th, 9th, 75th and 1st; following return from service enrolled in the U. N. C. Pharmacy School of which he is a graduate (1947) and a licensed pharmacist (1948); now prescriptionist with Goode's Drug Store, Asheville; member of the NCPA, Kappa Sigma, Kappa Psi, The Asheville Drug Club (Secretary) and the Presbyterian Church.

BEDFORD BROSIER FORREST

Hillsboro

Born Hillsboro, N. C., June 15, 1910; attended the U. N. C. School of Pharmacy from which School he graduated in 1931 with Ph. G. degree; licensed as a pharmacist in 1933; a former employee of the Hospital Pharmacy, Durham, and Reynolds Drug Store, Clinton; in February, 1942 he resigned from the W. A. Hayes Drug Store, Hillsboro, to go into service; after serving as a Pharmacists Mate, 1st Class, he returned to Hillsboro in 1945 and purchased the Hayes drug store which he now operates as the Corner Drug Store; member of the NCPA, NARD, Sigma Phi Epsilon and the Methodist Church.

JESSE WILLIAMS TYSON

Greensboro

Born Wallowa, Oregon, Nov. 25, 1910; a graduate of the U. N. C. School of Pharmacy (1937) and a licensed pharmacist of the same year; a former employee of Matthews Drug Store, Fayetteville, and Reaves Pharmacy, Asheboro; now owner-operator of the Greene Street Drug Company, Greensboro; member of the NCPA, NARD, A. Ph. A., the Greensboro Cooperative Club, Phi

Delta Chi, Masons, Shriners and the Guilford County Board of Health; member of the Presbyterian Church; president of the Greensboro Drug Club, 1942.

HENRY HALL SHIGLEY

Asheville

Born Jamestown (Greene County), Ohio, July 14, 1907; attended Ohio Northern University, Ada, Ohio, from which institution he graduated in 1929; licensed as a pharmacist in Ohio in 1929 and in North Carolina in 1934; before coming to this State he was associated with various drug concerns in Ohio, including the W. F. Harper Pharmacy of Jamestown and Gallaher Drug Company of Dayton; a former employee of Goode's Drug Store and Merrimon Avenue Pharmacy, both of Asheville; formerly owned Merrimon Avenue Pharmacy, Asheville; now operates two Shigley drug stores, one in Asheville, the other in Biltmore; member of the NCPA and is a Grand Knight of the St. Lawrence Council of the Knights of Columbus; member of the Catholic Church.

C. RANKIN WHEELER

Oxford

Born July 19, 1897; attended the University of North Carolina in 1916-'17 and licensed as a pharmacist in 1919; formerly employed by Wilson Drug Company, Wilson, Courthouse Square Drug Company and Five Points Pharmacy, both of Durham, Nissen Drug Company, Winston-Salem, and for several years operated the King-Wheeler Drug Company in Winston-Salem; now partner with L. R. Creech in operation of Williams Drug Company, Oxford; member of the NCPA, the Masonic Lodge and the Presbyterian Church.

JOSEPH PARKER BARBOUR

Burlington

Born October 9, 1905; a graduate of the U. N. C. School of Pharmacy, Class of 1925, and a licensed pharmacist, 1928; a former employee of Carter's Pharmacy, Aberdeen (1925), Haymont Drug Company, Fayetteville (1926) and Liberty Drug Store, Liberty (1927); in March of 1928 bought an interest in the Simpson Drug Company in Burlington; now associated in business with his brother, Thelbert, in the operation of two drug stores in Burlington—the Burlington Drug Company and Davis Street Pharmacy; member of the NCPA, NARD, and the American Pharmaceutical Association.

Entertains Raleigh Club

Mrs. W. Forrest Matthews entertained the Executive Board of the Raleigh Woman's Drug Club at luncheon September 7 at the Shrine Club.

A white lace cloth and a centerpiece of mixed summer flowers were used on the table, and a three-course luncheon served.

Members are Mrs. Matthews, Mesdames R. I. Cromley, L. H. Crumpler, J. B. Gaither, J. E. Treadwell, D. L. Jordan, H. W. Brege, F. C. Handy, W. C. File, and H. G. Price, and Miss Evelyn Newsome.

Here's Your Answer for Doctors Who Telephone Narcotic Prescriptions

By A. M. BANGS

District Supervisor, Bureau of Narcotics

The Harrison Narcotic Law, as re-enacted in the Internal Revenue Code, is designed to direct the manufacture and distribution of narcotic drugs through medical channels to consumption for medical purposes only. These are the fundamental, underlying principles, and objectives of the Federal Narcotic Law. The related regulations designed to achieve this are clear and necessary elements in the suppressing of addiction to narcotic drugs.

Despite the clearness of the law and regulations, and the fact that they have been in effect for about thirty years, we still find entirely too many narcotic prescriptions in drug store files which were improperly executed by the issuing physician.

Unsigned Pieces of Paper

We also find a great number of notes and unsigned pieces of paper in drug store files that reflect the filling of telephoned orders for narcotic drugs. (Unless a prescription is properly written and signed, and for a legitimate purpose, it is merely a piece of paper.)

No Doctor Has the Right to Ask You to Violate the Narcotic Laws

Almost every day we receive complaints from druggists about physicians insisting by telephone that they supply patients with narcotics without a prescription.

This places the law abiding pharmacist in an embarrassing position because, if he supplies the narcotic drugs without receiving a prescription first, he is definitely violating the law. If he shows reluctance to comply with the physician's telephoned request, the physician often becomes very indignant, and often tells the pharmacist "If you won't take it, I'll call a druggist who will," and in many cases is able to make his threat good because there are druggists, unfortunately, who will accept and supply narcotic drugs on telephoned orders.

The practice of telephoning narcotic prescriptions indiscriminately has presented a

real problem of diversion of narcotic drugs to addicts.

The Bureau of Narcotics has encountered a great many instances where a drug addict telephoned a druggist, representing himself to be a physician, and caused the druggist to deliver narcotic drugs which were used only for the gratification of the addict and his associates.

By telephoning the druggist and representing himself as a physician, an addict recently obtained more than one thousand pantopon and morphine tablets from sixteen different drug stores on forty-five different occasions. A large portion of the drugs thus obtained were sold by the addict to other addicts at \$3.00 to \$5.00 per tablet. This demonstrates that if the telephoning of orders for narcotic drugs were permitted, much greater diversions would result.

The Physician Is Responsible

The Bureau of Narcotics and its field agents want to cooperate in every possible way with physicians and druggists in relation to the observance of the laws governing the dispensing of narcotic drugs, for we have a law to enforce and it is our duty to enforce it.

The Law Is Clear and It Applies with Equal Force to the Physician and the Druggist

The physician is the party of original responsibility. There is no good reason why he should not obey the law and write and sign all of his prescriptions for narcotic drugs. If he does not, the conscientious druggist should absolutely refuse to accept his telephoned narcotic orders or improperly executed prescriptions for narcotic drugs.

Violations cannot be tolerated and the law must take its course when they are found.

The Formal Requirements for Narcotic Prescriptions Are Clear and Can Be Briefly Stated as Follows

1. The furnishing of narcotic drugs pursuant to telephone advice of practitioners is prohibited, whether prescriptions covering such orders are subsequently received or not,

except that in a genuine emergency a druggist may deliver narcotic drugs pursuant to a telephone order, provided the druggist is supplied with a properly prepared prescription at the time of delivery.

2. A physician must not use his prescription form to obtain narcotic drugs for general office practice. Narcotic drugs desired for general office practice are obtainable on official order form from a qualified manufacturer or wholesale dealer. An order for narcotic drugs for general office practice, written on a prescription blank, is not a lawful prescription within the meaning of the law and can have no effect to validate the sale which is illegal.

3. A prescription for narcotic drugs shall be dated as of and signed on the date when issued and shall bear the full name and address of the patient, and the name, address, and registry number of the practitioner. A physician may sign a prescription in the same manner as he would sign a check or legal document as, for instance, J. H. Smith, John H. Smith, or John Henry Smith. Prescriptions should be typed or written with ink or indelible pencil; if typewritten, they should be signed by the practitioner. The refilling of a prescription for taxable narcotic drugs is prohibited.

4. A prescription, in order to be effective in legalizing the possession of unstamped narcotic drugs and eliminating the necessity for use of order forms, must be issued for legitimate medical purposes. The responsibility for the proper prescribing and dispensing of narcotic drugs is upon the practitioner, but a corresponding liability rests with the druggist who fills the prescription.

5. An order purporting to be a prescription issued to an addict or habitual user of narcotics, not in the course of professional treatment, for the purpose of providing the user with narcotics sufficient to keep him comfortable by maintaining his customary use, is not a prescription within the meaning and intent of the act; and the person filling such an order, as well as the person issuing it, may be charged with violation of the law.

Don't do this:

Don't leave Rx pads around. Caution the doctors you supply.

Don't accept a narcotic Rx written with

a pencil.

Don't fail to scrutinize Rxs when written thus: Morph. HT $\frac{1}{2}$ # X or Morph. HT $\frac{1}{4}$ # 10.

Don't carry a large stock of narcotics. Only a three months' supply is good practice.

Don't leave the key inserted in the lock of your narcotic cabinet. Keep cabinet locked.

Don't let anyone alone in the back of your store if you can avoid it.

Don't fill telephone orders for narcotics unless you are assured that Rx will be available upon delivery.

Don't fill Rxs for unusual quantities of narcotics unless checked with physician.

Don't fill narcotics Rxs without getting a new prescription.

Don't hesitate to call the physician about a narcotic Rx you may be questioning.

Don't supply a doctor with his office needs on a prescription blank. There is a special regulation for the doctor's requirements.

Don't dispense any exempt narcotics without keeping a record.

If you feel you have received a forged or altered Rx, fill it in the usual natural manner, taking a good look at the person, then call the narcotic office after the person leaves your store.

Don't hesitate to call the Bureau of Narcotics to get or give information.

WRITE: Bureau of Narcotics,

314 P. O. Building

Baltimore 2, Maryland.

Because of this:

Addicts want them for effecting narcotic forgeries.

It is not a valid order even when written by a physician.

Several X's or zeros can be added to raise amounts. Spelling or brackets obviate this possibility.

Addicts are breaking into pharmacies and hospitals to get their drug needs.

Make it harder to effect robberies. Keep excess in a safe, if possible.

Cabinets have been pilfered this way. Addicts pose as salesmen or ask to use back room.

Bogus doctor calls are made to effect delivery to addicts. Watch change racket along with this method.

Schering Discovers New Most Potent Antihistamine Drug

A new, most potent of all safe antihistamines now known, Chlor-Trimeton maleate, has been developed by the chemical and clinical research groups of Schering Corporation, pharmaceutical manufacturers of Bloomfield, New Jersey. The drug, which has just been released for the use of the medical profession, is about twenty times as potent as the other currently available drugs with similar activities.

The antihistaminic drugs are generally used in the treatment of hay fever, asthma and other allergies. Drugs of this general class are believed to block the action of histamine. The action of Chlor-Trimeton in this respect is specific and so potent as to make it many times as effective on a weight basis as the previously available antihistaminic drugs. Because of its high activity, Chlor-Trimeton can be used in minute doses (only 2 to 4 milligrams). Because of the minute quantity taken, its action is usually free of the undesirable side effects (sleepiness, nausea, dizziness) so common with the previous drugs.

The parent drug of this substance is propenpyridamine (Trimeton). The latter differs in fundamental chemical structure from the other antihistamine drugs known to have similar actions in the body. Chlor-Trimeton, as its name indicates, is derived from propenpyridamine by substituting a single chlorine atom for one of its hydrogen atoms and the formation of maleate salt. Chlorination of propenpyridamine has yielded a much more potent substance, while it is interesting to note that chlorination of the other most widely-used antihistaminics has not increased their potency. The new Schering drug is claimed to be not only the most potent antihistamine and with minimal side actions, but also that with the lowest dosage.

On the basis of animal studies Chlor-Trimeton was shown to have several very desirable properties: Its antihistamine effect was very quick and direct, and its activity was manifest in very small doses; and the animals, even on large doses, show no undesirable effects.

It is already well established that the com-

pound is effective in a very small dose, in a range which was unheard of before the appearance of this drug. Secondly, the side effects, a common shortcoming of most of the presently available related drugs, have been reduced to a bare minimum, about 5 percent of those under treatment reporting slight undesirable side actions.

Pamisyl Combats Acute TB Flareups, Streptomycin Resistance

Pamisyl (para-aminosalicylic acid, Parke, Davis & Company) has been found to be especially effective in two ways in combating pulmonary tuberculosis: treatment of acute flareups in chronic conditions, and in overcoming the resistance of *m. tuberculosis* to streptomycin, which is reported by Dr. A. G. Karlson of Mayo Clinic to occur in 50 to 70 per cent of patients.

Benadryl Cream Found to Control Itching Dermatoses

In a series of 100 unselected consecutive patients suffering from a wide variety of itching dermatoses, Dr. Arthur J. Philip, working in the Department of Dermatology and Syphilology, New York Medical College, and the Metropolitan Hospital Research Unit, Welfare Island, New York City, found that 51.8 per cent obtained complete and lasting relief following the use of Benadryl Cream, and 21.1 per cent obtained partial relief. No contraindications were noted. An adequate control group was treated with an unmedicated ointment as a check. Best results were obtained in neurodermatitis, atopic eczema, contact dermatitis and rhus poisoning.

Urinary Invaders Repulsed by Chloromycetin

In a series of 50 patients showing various types of bacillary and coccal urinary infections, it was found that the urine became free of bacteria in one to three days when a dosage of 2 to 3 Gm. of Chloromycetin was given daily, divided in 2 to 4 parts. The drug was administered orally.

LIGHT STUFF

Political Prognosticator

During one of Zeb Vance's political campaigns, he and another Democrat were riding along a mountain road. Zeb said to his companion in the buggy with him: "You see that farmer plowing on the side of the hill. . . . I can tell you how he is going to vote! Saying thus, Zeb reined in his horse, cupped his hand over his mouth and hollered, "Hurrah for Zeb Vance."

The farmer jerked his mule to a stop, stuck his plow in the ground, and walked over to a nearby clump of bushes where he came up with a hog rifle. Zeb, suspecting what was up, quickly recupped his hands to his mouth and shouted "Hurrah" for his Republican opponent.

In reply the farmer, with rifle still in hand, yelled back: "Damn, you! I knowed I'd make you change your tune."

That was just like old Zeb. Like a cat, he always landed on his feet in any kind of talk.—Contributed by C. M. Cain, Henrietta.

Amusing Order

This note, presented to an employee of Edgecomb Drug Company, Tarboro, caused a bit of merriment: "Hadoecal. For better apple tight and gain weight."

Dear Son

This is a copy of a letter written by a family from "furbak" in the mountains to a son in the army—

Dear Son:

Your Uncle Joe is now working after 48 years of loafing. We are much better off now, than when you left for the army. We get \$14.75 every Thursday, so we decided to fix up a bit. We went down to Sears & Roebuck for one of those new bathrooms. Maybe you have seen one, they are very fancy.

A special man called a plumber came along with it to put it in the house, and you should see it.

Over on one side of the room is a long white thing like pigs drink out of, only

they don't. It is for us. You get in it and take a bath.

And over on the other side of the room is a gadget called a sink. You use that when you want to leave some of the dirt on and just wash your hands.

And then, over in the corner, wow! We got something you ought to see. There is a thing you put one foot in and scrub it clean. Then you pull a little chain and get some fresh water. Then you put the other foot in and scrub it.

Two lids came with it, but we didn't need the lids for that, so we use one for a bread board and the other to frame our wedding picture.

The people at Sears & Roebuck are certainly nice. They sent us a roll of writing paper with it.

Star in the East

A young woman visited an obstetrician, who gave her a thorough physical examination and then retired to his laboratory to make a urinalysis.

The physician returned, all smiles and rubbing his hands briskly, exclaimed that he had great news for the young lady and her husband.

"But, I'm not married," the woman said.

"Well, then, I have great news for you and your fiance," said the doctor, still smiling.

"But I'm not engaged," said the girl briefly.

"Ahem," said the doctor, "Well then I have great news for you and your boy friend."

"But I have no boy friend," replied the woman.

The doctor paced the floor. He rubbed his brow. He lighted a cigarette. He pulled down his vest. Finally he walked over and looked out of the window. He really looked, long and hard. He looked expectantly and seriously.

"What are you looking for?" the woman finally asked.

"Well, the last time this happened there was a star in the East and I don't want to miss it," the doctor replied.



BODEKER

Wholesale Drugs

Since 1846

IT'S DECEMBER AT BODEKER'S . . .

The Christmas gifts which will be on the drug store counters in December now are on display in Bodeker's *air-conditioned* display room. Here are scores of handpicked holiday items which will make your Christmas line unusually attractive this year. Included are General Electric small appliances—automatic irons, mixers, coffee-makers, toasters, roasters—and the new miracle Tynar miniature camera soon to be featured in national magazines. Come in and make your selections now. It's December at Bodeker's; it soon will be at your place, too!

The Bodeker Drug Co.

1408-1420 EAST MAIN STREET, RICHMOND 13, VIRGINIA

"Ask your friend from Bodeker"

YOU ARE CORDIALLY INVITED TO . . .

VISIT
OUR
Show Room

50 Years OF SERVICE
W. H. KING DRUG CO.

Oct.,

The Carolina **JOURNAL OF PHARMACY**

Published Monthly by the North Carolina Pharmaceutical
Association at Chapel Hill, N. C.



FUTURE Ph.D.'s—Shown on the steps of Howell Hall of Pharmacy are students of the University's Pharmacy Graduate School, which is strongly supported by the N. C. Pharmaceutical Research Foundation. See Page 458

IN THIS ISSUE

**YOUR INTER-PROFESSIONAL RELATIONS—
CONTACT OR COLLISION?**

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Oct., 1949

Number 10

XXX

unique

The Lilly Policy stands alone.

There is nothing quite like it
in the field of pharmaceutical manufacturing.

No plan of business operation approaches it
either in respect for or fidelity to those whom it serves.

Fifty-five years ago,
when it was first adopted,
many called the Lilly Policy utter ideology
with no workability. Time has proved it to be
an inviolable guarantee of fair business relations
—respected by all, envied by many.

Unique in its sphere,
the Lilly Policy continues to function
to the best interests
of the pharmacist, the physician, and the patient.



Lilly

ELI LILLY AND COMPANY • INDIANAPOLIS 6, INDIANA, U. S. A.



**physicians
are
specifying**

PENICILLIN S-R

TRADE MARK

because

PENICILLIN S-R means Soluble and Repository penicillin combined to give the special advantages of both.

also because

PENICILLIN S-R means Speedy Rise of blood penicillin levels.

PENICILLIN S-R means Sustained Response to a 1cc. intramuscular injection for 24 hrs. or longer.

PENICILLIN S-R means both Slow and Rapid absorption from the Parke-Davis combination of procaine penicillin (controlled crystal size), 300,000 units and buffered soluble penicillin, 100,000 units.

PENICILLIN S-R means Simplified Routine in penicillin therapy—easily prepared, quickly injected, no clogged needles or syringes.

PENICILLIN S-R means Sales and Repeat sales for this outstanding development in penicillin therapy.

PENICILLIN S-R is supplied in one-dose (400,000 units), five-dose (2,000,000) and ten-dose (4,000,000) rubber-diaphragm-capped vials. When diluted according to directions, each cc. contains 300,000 units of crystalline procaine penicillin-G and 100,000 units of buffered crystalline sodium penicillin-G. The one-dose vial is also available if desired with an accompanying ampoule of Water for Injection, U.S.P.



PARKE, DAVIS & COMPANY • DETROIT 32, MICHIGAN

This Month's Cover

With strong support and financial backing of the N. C. Pharmaceutical Research Foundation, the Graduate School of the School of Pharmacy, University of North Carolina, took a decided spurt this year. The thirteen young men and women pictured on our cover are all graduate students working toward Ph.D. degrees in Pharmacy.

A listing of the graduate students and the schools from which they obtained their undergraduate degrees follows:

First row, left to right: Albert W. Jowdy, Havelock, N. C. (UNC); Mrs. Doris B. Hawkins, Chapel Hill (UNC), and Yen Tsai Chang, Shanghai, China (National College of Pharmacy, Nanking, China).

Second row, left to right: Leon Gordon, Rutherfordton, N. C. (UNC); Jan H. R. Beaujon, Curacao, N. W. I. (Rutgers); John Andrako, Perth Amboy, N. J. (Rutgers), and E. Sholar Powell, Oxford, N. C. (UNC).

Third row, left to right: John W. Martin, Penn Laird, Va. (Medical College of Vir-

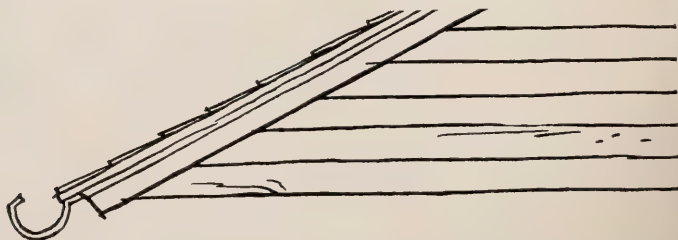
ginia); Rex A. Paramore, Chapel Hill (UNC), and William W. Taylor, Durham (UNC).

Fourth row, left to right: James G. Young, Milwaukee, Wis. (Univ. of Wisconsin); William J. Sheffield, Saunderstown, R. I. (UNC), and Albert G. Lowe, Chipley, Florida (Auburn).

State Has 410,000 Veterans

The Veterans Administration estimates there are 350,000 veterans of World War II and 60,000 veterans of World War I living in North Carolina. A revision of these estimates will be made on the basis of the 1950 Decennial Census.

All of these veterans are eligible for prescription service for service-connected disabilities under the VA Pharmacy Service Plan. Business from 410,000 veterans (and their families and friends) can add up to a nice tidy sum, yet we have pharmacists in the State constantly refusing to fill VA prescriptions.



necessities of life



Regardless of economic conditions, there is no logic in operating a retail drug business unless that business produces enough net revenue to provide the necessities of life and a few of the added comforts as well. Since this business was established, we have sought to protect your interests, strengthen your position, and contribute to your success and prosperity by providing you with the most competent and comprehensive wholesale drug service possible. Your continued patronage is invited.

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PROGYNON preparations **Qualify** because of great potency and freedom from unpleasant side reactions. Rapid action, smooth absorption and prolonged effect make for true economy. A wide range of dosage forms is available for any type of estrogen treatment required.

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Physician Advocates 6-Year Med Course

A plan for shortening the period of time it takes to get a medical education has been presented to Governor Scott by Dr. R. B. Davis, of Greensboro, chairman of a committee of the State Medical Society which is studying medical education.

Dr. Davis told Governor Scott it now takes 13 years to become a medical specialist. This includes four years of premedical school, four years of medical school, a year of internship, a year of residence in a hospital, and three years of graduate work.

He would shorten the time by letting acceptable high school graduates go directly into a six-year medical training course. And Dr. Davis has eliminated what he termed unnecessary courses.

"For instance, I think as a doctor," he said, "I don't need to know about the anatomy of frogs. I'm not going to work on frogs. You spend a lot of time studying the anatomy of cats and dogs and frogs. I think students should study human anat-

my—and I'd bring that down into the six-year course."

"During that six years," he continued, "I would give a student enough practical medical knowledge to send him out into the field for five years as a general practitioner. That would fill the gap we have in rural areas."

After five years as a general practitioner, Dr. Davis said, the doctor could resume study to become a specialist if he wanted to. And he should get priority on a place in a graduate school, he added.

Another aim in his plan is to "break this cost of medical training." Studies show it takes about \$51,000 to educate a doctor, Dr. Davis said. Under his plan, a doctor could finance his own graduate training, because he will have had five years of earning money.

Dr. Davis hopes to sell his idea to trustees of the University of North Carolina. The University is going to expand its two-year medical school to four years when a teaching hospital is built at Chapel Hill.



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First Class Mail

To Reprint Article

"We were quite amused by your article entitled "On the Line That Is Dotted" which appeared in a recent issue of THE CAROLINA JOURNAL OF PHARMACY. We would like to pass this bit of 'sage advice' on through *The Overflow*, published by our firm for Upjohn salesmen, and request permission to reprint this material."—R. P. Trubey, Editor.

Fair Trade Book

"Please mail a copy of the N. C. Fair Trade Book to Charleston Cut Rate Drug Store, Charleston, S. C."—W. C. Beck, Beck Bros. Pharmacy, Hendersonville.

VA Prescriptions

"Please advise me of our standing in regard to filling prescriptions for veterans under the VA Pharmacy Service Plan. The Veterans Administration sent us a letter with the names of drug stores authorized to fill prescriptions under this plan in Asheville and our name was not included."—Miss Haleyone B. Collier, Norburn Hospital Pharmacy, Asheville. (Norburn Hospital Pharmacy and 200 additional pharmacies in North Carolina have qualified to fill VA prescriptions.)

Committee Work

"My first impression of the Committee's responsibilities was that of reporting to the Association the general observance by pharmacists of our Code of Ethics. However, after thinking the matter over, I have concluded this does not fall within the scope of the Committee's responsibilities."—G. Haywood Jones, Chairman, Committee on Trade Interests, Zebulon Drug Co., Zebulon. (The problem of "prescription returns" has been referred to Mr. Jones and his Committee.)

Seeks Hospital Pharmacist

"In planning for the opening of our new one hundred bed general hospital, we find ourselves in need of a competent hospital pharmacist to take charge of that department. We realize that in order to get a

good man we will have to pay a substantial salary, but in getting the higher qualified person, it will be money well spent. It now appears we may be ready to open the hospital in February or March of 1950."—Joseph S. Lennon, Stanly County Hospital, Inc., P. O. Box 789, Albemarle, N. C.

Sales Training

"Please furnish us with the name of a first rate treatise on salesmanship . . . something practical for use by drug store clerks."—S. B. Hall, Hall Drug Company, Mocksville.

Seeks Pharmacy

"As you know I have been seeking to purchase a pharmacy in North Carolina. The prices quoted me thus far have been extra high, but I am still in the market for an established store in case you hear of one."—Name on request.

Library Course

"The students of this college are required to take a course in the use of the library. The course is given to acquaint them with all journals which they may use and particular emphasis is placed upon the value of state and local pharmacy journals. If it is in accordance with your policy, please place the name of our library on your mailing list to receive the CAROLINA JOURNAL OF PHARMACY."—College of Pharmacy, Rutgers University, Newark, N. J.

Boos for the Governor

"I have just read in the paper about the booing of Governor Scott (whom I did not vote for and do not in any way admire) at the State-Carolina game. I regret this occurrence and know nothing about what started it. If you can, please tell me what it was all about."—A pharmacist.

Your Obedient Servant

"I should be glad if you would be so good as to forward a copy of Vol. XXX, No. 7, of THE CAROLINA JOURNAL OF PHARMACY to complete the file of this publication in the National Collections. I am, Sir, Your Obedient Servant."—H. Shaw, Director, Science Museum Library, London, England.

Business Training

"Thank you for your most gracious acceptance of membership on the permanent Advisory Committee of the American Drug Store Business Training series. The co-operation extended on this project to render constructive service to the industry has been overwhelmingly encouraging and we are indeed pleased that you see in it an undertaking worthy of your interest."—Robert A. Love, The City College of New York.

Seeks Information

"As an assignment in our course on Law and Ethics, I have been asked to prepare a report comparing the laws of your State to the laws of my own state of Arkansas. To do this I must have a copy of your Code of Ethics and laws governing the practice of pharmacy in North Carolina. I will appreciate the use of the material which you have on these subjects."—James W. Garton, The College of the Ozarks, Clarksville, Arkansas.

Class Picture

"In the latest issue of THE CAROLINA JOURNAL OF PHARMACY, you had a picture of the first year pharmacy class of 1908-09. A former owner of this store, Mr. Clifford Porter, now deceased, appears in the picture. An extra copy of the publication for Mrs. Porter, who lives here, will be appreciated."—Steve Uzzell, Black Mountain Drug Company.

Court Plaster

"I did not know that court plaster had been off the market for so long and do not understand yet why its manufacture was discontinued."—Francis B. Hays, Oxford.

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Joint Drug-Grocery Store Predicted by Expert

A new type of retail store, the combination druggist-grocery, will soon be appearing on America's Main Streets, according to a prediction made at the 51st annual convention of the National Association of Retail Druggists. The evolution of this new type of merchandising medium was forecast by J. W. Snowden, an expert on drug store planning.

He maintained that such a development is inevitable in the retail drug business because of the new thinking going on now in the food field. The advent of the super-super market with its departments of staple items similar to those carried by drug stores, Snowden said, will result in what he termed the "share-the-ceiling movement."

The druggist with professional leanings, Snowden added, can turn his operation into a business of specializations, featuring prescriptions, sickroom needs, glamor cosmetics and other goods of a technical or exclusive nature.

But the general drug store which depends heavily upon the sale of staples and sundries, he stated, will eventually have to turn to something like the "share-the-ceiling" plan with food merchants in order to avoid oblivion.

"The druggist and the food merchant can, while maintaining the individuality of their own operations, pool their respective selling spaces and selling forces.

"The plan simply proposes the use of a

common building with a common front and a common ceiling, each operated by its own proprietor and carrying his name on the store front. The entire operation may be billed by some such collective name as 'Home Supply Village' or just simply 'The One-Stop.' "

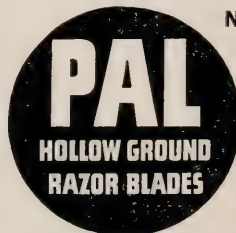
Snowden declared that such a combination is unavoidable if both the small druggist and grocer want to stay in business.



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The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

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No. 10

Operation Pharmacy

Frederick D. Lascoff, one of the nation's best known professional pharmacists and the operator of Lascoff's Pharmacy of New York, appeared on the program of the 51st Annual Convention of the NARD held in New York, September 18-22. We present here the highlights of his address, which we consider timely and well deserving of the editorial space we are allocating to its presentation.

For years pharmacists have criticized manufacturers for putting out proprietary specialties, thereby encroaching on their prescription departments. As modern retailers, we should be realistic. For one thing, there is little we can do about it. Thank God, this is America and freedom of enterprise is still part of the American way of life.

But let us go further. Pharmaceutical manufacturers, through their research laboratories, have given us Insulin, the vitamins, the sulfa drugs, Penicillin, Streptomycin, Aureomycin and other antibiotics, the antihistamines and countless other tools to combat disease which, we must confess, could not have been developed in any one of our prescription departments.

They, the pharmaceutical manufacturers, through our prescription departments, have made them available to the public. Pharmacy and pharmacists have gained prestige through the efforts of these manufacturers. At every crossroad throughout the country, countless lives have been saved as a result of this combined effort by manufacturers and retail pharmacists.

BUT . . . we must always remember that, while I am praising the pharmaceutical manufacturer who originates scientific products and the retailer who makes them readi-

ly available, the "copying" or "imitating" pharmaceutical specialty manufacturer is guilty of causing duplicate and increasingly large inventories. This is an evil which accomplishes nothing but increased cost of medical care without making a genuine contribution to the physician's armamentarium.

Another parasite is the pharmaceutical manufacturer who simply combines a few old drugs, which are often given chemical names in order to confuse, and comes up with a product which could easily be prepared in the pharmacy.

This brings me to a problem of vital interest and of growing concern to many pharmacists throughout the country. More and more physicians and the general public are turning to the pharmacist for information regarding the newer drugs. Frequently the science sections, particularly of the Sunday papers, and publications such as *Time*, *Life*, *Reader's Digest* and others carry a feature article on a drug which either has not been released by the F. D. A. or which, for some other reason, is not commercially available.

You naturally will ask yourself "How is it possible to know of these developments in science in advance of the physician? How is it possible for the pharmacist to read or

(Continued on Page 490)

Jackson Speaks to UNC Students' Branch of NCPA

"Service to Community" Keynote of Talk

J. C. Jackson, President of the N. C. Pharmaceutical Association, was the speaker at the first meeting (Oct. 5) of the Students' Branch of the NCPA for the current school year. Members of the Association's executive Committee, who met earlier in the afternoon in Chapel Hill for a business session, remained over with their wives in order to attend the night meeting of the Student Branch.

John Woodard, Student Branch President, opened the meeting and called on Mrs. Doris Sauls, who introduced the speaker.

Just before the close of the meeting, President Jackson introduced Mr. and Mrs. E. C. Daniel, Mr. and Mrs. T. J. Ham, Jr., Mr. and Mrs. Roy Burgess, Mr. and Mrs. J. Paul Gamble, Mrs. Jackson and Mr. W. R. McDonald, Jr. to the students.

After adjournment, sandwiches, cookies and punch were served, with several young women pharmacy students presiding at the punch bowl.

The address delivered by President Jackson follows:

Mr. President, members of the Student Branch, Faculty, Ladies and Gentlemen: It is a pleasure to be with you good folks tonight and to bring you greetings from the N. C. Pharmaceutical Association.

The N. C. Pharmaceutical Association has always been very close to the School of Pharmacy and its students. We consider it a privilege to do anything that will promote a closer relationship between the School of Pharmacy and the Association.

You boys and girls will be the pharmacists of the future, and as we older pharmacists drop out, you will have to carry on. We need well trained pharmacists to carry the banner and to give to Pharmacy the position which it justly demands.

The N. C. Pharmaceutical Association was organized in Raleigh on August 11, 1880. Our aim has been anything that tends to promote Pharmacy. In the many years since the Association was organized much has been accomplished. As a result of activity on the part of the Association, the N. C. Board of Pharmacy was set up in 1881. In 1897 the present School of Pharmacy was started as a result of determined effort by the Association's Committee on Education.

The CAROLINA JOURNAL OF PHARMACY, established as a quarterly in 1915 and a monthly in 1922, the N. C. Pharmaceutical Research Foundation, the N. C. Institute of Pharmacy, are important and vital projects of the Association. A great amount of time and considerable money is spent each year by the Association in its effort to strengthen the economic life and to broaden the professional work of its members.

I am proud to be President of the N. C. Pharmaceutical Association. Our Association occupies a position of strength and it is prepared to cope with problems as they arise. Nothing has been left undone to maintain an organization capable of effective leadership for the betterment of the profession and the preservation of the gains made in the past.

The Association's officers and members of the Executive Committee will do all in their power to protect and to further the things that are so important to you and your future.

In 1936 our Association passed a resolution to organize a Student Branch in the School of Pharmacy. Purpose of the organization was to acquaint the students with activities of the N. C. Pharmaceutical Association; also to assist members of the Branch to become leaders in the Association and their home communities.

I urge each of you to join the Student Branch of the N. C. Pharmaceutical Association and to keep in close touch with activities of our organization. We need your support and will always welcome suggestions from you.

We have two national associations in which many of our good pharmacists hold membership. The National Association of Retail Druggists, which limits its membership to persons in the retail drug business, and the American Pharmaceutical Association, interested mainly in the professional side of Pharmacy, are both strongly organized and doing an effective job at the national level.

With our State Association working with the two national associations, we feel that we have great power of strength.

Since all of us here are interested in Pharmacy, I would like to talk briefly about our profession and how it meets the needs of the community.

I venture to say that most of you students here tonight have asked yourself the question, "Why am I studying Pharmacy?" Very few of you will have the same answer. Some will say "My father was a pharmacist, and I must follow in his footsteps." Others will list "money" as their reason for studying pharmacy, and so on. This is all well and good, but to me the best answer would be, "To prepare myself to be of real service to my community."

As is true with other professional persons, we must make a living for ourselves and our families. For a man to be a good pharmacist, he must first have a real desire to help his neighbor and his neighbor's friends. To help them in the eternal fight to defeat disease and preserve health. The successful pharmacist must have a personal interest in the welfare of others.

After you have completed your pharmacy course, you will enter into your life's work. Most of you will go into retail pharmacy, some of you will favor the wholesale field, others hospital pharmacy, manufacturing, detail work, teaching, etc. Whatever field you choose, remember you have a duty to perform.

You who go into the retail field, upon your shoulders will fall the responsibility of filling prescriptions. This is a great responsibility and should be treated as such. You will have the right to say what drugs may be sold and what drugs may not be sold, both of equal importance in the preservation of public health.

I am proud to be a pharmacist and I feel that I am loved and respected by the people in my community. I enjoy the trust of physicians, not only in filling prescriptions, but also in the matter of giving professional help and advice.

Like all other professions, there are some disagreeable features with which we have to contend. In my opinion, one of the most objectionable is the multitude of taxes . . . pharmacy license, drug store permit license, narcotic license, real estate tax, personal tax, restaurant tax, soda water tax, bottle dispenser tax, gross income tax, federal and state income tax, chemical tax, sales tax, and in addition, we are required to collect without pay the Federal Excise Tax, the Withholding Tax and Social Security Tax.

Besides this we are subject to inspection by the tax boys, food inspectors, narcotic inspectors, sanitary inspectors, labor inspectors, and pharmacy inspectors. In fact, it has gotten to the point where we are afraid to see a well-dressed man enter our doors.

But with all this to contend with, I still say Pharmacy is an honorable profession.

The work is very interesting. You will have an opportunity to meet all sorts of people, most of whom will be highly appreciative of your efforts to serve.

To you who have chosen Pharmacy for its monetary rewards, I truly hope you will not expect to get rich over night. Very few pharmacists have gotten rich by operating retail drug stores. You can make an honest living if you have a good location and will devote your time to your store. Your hours will be long and at times very trying. But if you have a real love for Pharmacy and a desire to help your community, you will succeed.

You should learn to love the opportunity to serve the public in anyway and at anytime. Your hours will be indefinite. You must answer the calls in the morning, noon, evening and night. Your mission should be one of service to humanity.

It is said Florence Nightingale had only two weeks of training in the field of nursing, but she had in her heart a real love for her profession. When you have completed your course in pharmacy, you will be prepared to render service without limit. Please do not let an opportunity pass that you do not do your best.

Survey on Salaries

The N. C. Pharmaceutical Association has just completed a survey on weekly salaries

being paid in the State to (a) Employee Pharmacists; (b) Manager Pharmacists; (c) Front Sales Clerk; (d) Cosmetician; (e) Fountaineer; and (f) Porter.

A copy of the survey may be obtained on request by writing W. J. Smith, Secretary, N. C. Pharmaceutical Association, Drawer 151, Chapel Hill, N. C.

The survey was conducted among the Association's County Chairmen, all of whom are practicing pharmacists, and covers, in addition to the salary figures, information pertaining to weekly work schedules of fifty pharmacies in the State.

Picnic Luncheon Served to 350 Persons

The NCPA sponsored luncheon of October 1st—the day of the Georgia-Carolina football game in Chapel Hill—attracted 350 persons to the lawn adjacent to the Pharmacy Building.

Picnic tables were set up and laden with food—cold cuts of meat, hot baked beans, slaw, hot coffee and cake. From 11 A.M. to 2 P.M. a continuous line of people (even a Georgia rooter, complete with red shoes and hat, got mixed up in the group) moved forward and out to Kenan Stadium, where they witnessed one of the most exciting games ever to be played in Chapel Hill.

One of the first arrivals was Mr. R. M. Willis of Southport, and shortly thereafter we had the pleasure of greeting Mr. J. T. Stevenson of Elizabeth City. Then followed Kelly Bennett of Bryson City and hundreds of others. Many of the early arrivals came for the Planetarium Show, of which there was a "demonstration" from 11 A.M. to noon.

A great deal of work was involved in preparing and serving food to 350 persons. The luncheon was greatly facilitated by the active assistance of Mesdames W. A. Ward, J. C. Jackson, T. J. Ham, Jr., J. Paul Gamble and M. L. Jacobs; by Sara Alice Jackson and Ann Jacobs, by Waits West and Wilbur Ward, and by several of the graduate pharmacy students.

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R. J. GOLDEN, MRS. J. E. FERGUSON, LUCAS ABELS

Starling Elected Director of Pharmacy Foundation

Homer C. Starling, president of the W. H. King Drug Company, Raleigh, has been elected a director of the North Carolina Pharmaceutical Research Foundation, Inc., to complete the term of the late B. F. Page, it was announced by Dr. E. A. Brecht, secretary of the foundation, today.

At the same time the foundation granted to the University of North Carolina a fund of \$6,800 for research in the School of Pharmacy including research fellowships to Doris B. Hawkins and Albert W. Jowdy; the Vick Research Fellowship to William W. Taylor from the Vick Chemical Company; the Merrell Research Fellowship to William J. Sheffield from the Wm. S. Merrell Company of Cincinnati; \$1,500 for research equipment; \$800 for research supplies; and \$500 for special library materials.

Other directors of the foundation are Roger A. McDuffie, president, and P. A. Hayes, vice-president, Greensboro; members of the executive committee, Paul B. Bisette, Wilson, C. T. Council, I. T. Reamer, and D. L. Boone, Durham; E. C. Daniel, Zebulon; A. N. Martin, Roanoke Rapids; and Congressman Carl T. Durham, H. C. McAllister, and W. J. Smith, Chapel Hill.

Large Delegation from State Attended NARD Meet

North Carolina was represented at the recent NARD Convention, held in New York, September 18-22, with one of the largest delegations in years. Approximately 30 persons from the State were present for the business and entertainment sessions.

In addition to the Association's two voting delegates, Dr. P. J. Suttlemyre of Hickory and T. J. Ham, Jr. of Yanceyville, the following individuals attended the meeting: Mr. and Mrs. C. L. Eubanks, Chapel Hill; Mr. and Mrs. Ralph P. Rogers, Mr. and Mrs. D. L. Boone, Mr. and Mrs. J. R. King and Mr. I. T. Reamer, all of Durham.

Mr. and Mrs. James S. White, Mebane, Mr. and Mrs. C. R. Whitehead, Ramseur; Mr. Sam Carter, Salisbury; Mr. Eulon

Shook, Hickory; Mr. Jim Hall and George and Marion Edmonds of Wilmington; Mr. Harper Best, Greensboro; and Mr. and Mrs. Paul Gamble, Monroe.

President and Mrs. J. C. Jackson of Lumberton attended as did Mr. and Mrs. T. J. Ham, Jr., of Yanceyville.

The N. C. delegation took a prominent part on the business program. Mr. Ham served on the Nominating Committee, Mr. Jackson on the Finance Committee and Mr. Gamble on the Resolutions Committee. Mr. D. L. Boone represented the Durham Drug Club, and Dr. Suttlemyre, in addition to serving as Chairman of the N. C. delegation, also represented the Asheville Drug Club.

Mr. Jackson was elected secretary of the Dixie Sunrisers; president of the organization for the coming year is J. Curtis Nottingham, secretary of the Virginia Pharmaceutical Association.

Reamer to Head National Society

I. T. Reamer, Chief pharmacist of Duke Hospital and a past member of the N. C. Board of Pharmacy, has been elected president of the American Society of Hospital Pharmacists. The announcement of Mr. Reamer's election was made recently by the American Pharmaceutical Association.

Mr. Reamer is a charter member of the Society and for three years served as its national secretary. Membership of the organization which Mr. Reamer will head is reported to be approximately 2,000.

Mr. Reamer graduated from the University of Maryland School of Pharmacy in 1924, then served as pharmacist at Johns Hopkins Hospital, Baltimore, until receiving his appointment at Duke in 1931.

In 1943 he founded Reaco Products, which distributes several well known pharmaceutical specialties (Reavita Capsules, A.E.P. Tablets, etc.) throughout the Southeast.

We congratulate Mr. Reamer on this well deserved honor that has been conferred on him by his co-workers in the field of hospital pharmacy and wish him well in his duties as president of the Society.

NOW..You Can Tell
Your Customers to Take Their Choice,
but take "BC"

TABLETS



POWDER

**10¢ and 25¢
 SIZES**



★ Same famous
 formula—same fast relief.
 Two tablets equal one powder. Both
 act quickly to relieve headaches,
 the pains of neuralgia and
 minor muscular aches.
 Nationally distributed.
 Nationally advertised.

HEARD OVER 350 Radio Stations-247 Newspapers

TAR HEEL DIGEST

Charlotte—Miss Fate Burnette of Black Mountain has accepted a position with Eckerds of Charlotte. A graduate pharmacist, Miss Burnette has been associated with various pharmacies in Buncombe County, including Goode's of Asheville and the Black Mountain Drug Company.

Fairmont—The Fairmont Drug Company now has two Paul's on the payroll: Paul Thompson, the owner, and Paul R. Mishoe, pharmacist. Both are members of the N. C. Pharmaceutical Association.

Smithfield—J. W. Best is the new owner of Johnston Drug Company. A. S. Johnston, the former owner, plans to retire just as soon as a pharmacist can be employed.

Lenoir—On their return trip to Lenoir, Mr. and Mrs. Ebb Smith brought back sixty frozen trout, which they caught in Maine on an early September fishing trip. Smith is associated with the Lenoir Drug Store.

Clinton—Roland A. Glenn has sold his interest in the Five Points Drug Company and expects to relocate in Western North Carolina. For nearly a decade, he was associated with Pollard's of Burnsville.

Burlington—C. P. Whitford, pharmacist of Washington, has been added to the prescription staff of Burlington Drug Company. As a former representative of Schering Corporation, Whitford is well known throughout the State.

Salisbury—Mrs. Lena Silvers Campbell has replaced W. A. Morton at The Medical Center Pharmacy. Morton resigned recently and has returned to Wilmington.

Winston-Salem—Returning after an absence of nearly ten years, J. P. Richardson is back in the Camel City with O'Hanlon's. A graduate of U. N. C., Class of 1935, Mr. Richardson worked for the Bobbitt Drug Stores of Winston-Salem and Joiner's Drug Store, High Point, before going with Day-vault's Drug Store, Lenoir, prior to the war.

Concord—In changing positions in early October, J. B. Allison did not have far to travel . . . from Cline's Pharmacy across the street to Airheart's Drug Store.

Belhaven—W. L. Cameron has resigned as

pharmacist with the Belhaven Pharmacy. P. M. Arps of Plymouth, who has been doing relief work for the past year, came in to take over Mr. Cameron's duties with the firm.

Manteo—Mrs. Keith Fearing, Jr. has started a small but new industry with her husband at their home on Roanoke Island. During their spare time they preserve many dozen jars of native grown figs, packing same in six ounce souvenir jars. The product is in demand, especially by visitors to the Island. Operating the Island's sole drug store, a cafe and a hotel goes a long way towards filling in the day for Keith, who is the first pharmacist to practice in Manteo.

Hendersonville—Wyatt Y. Whitley of Fremont is filling in at Wilson Drug Company in the absence of his brother, Jesse, who is taking a well earned vacation.

Asheville—Ownership of The Montford Pharmacy passed to Frank Kiser on October 1. Frank's brother, Arthur, will manage the pharmacy, with the owner remaining with the West Asheville Pharmacy where he has been employed since early summer.

Wilmington—Marion Edmonds reported for work at Toms Drug Store on October 10. Until accepting the new position, he was an employee of Gowan Drug Company, Wallace.

Chapel Hill—Dr. E. A. Brecht spent October 8 and 9 in Washington, D. C., where he met with the National Formulary Committee on Revision.

Prescription Balances Repaired

Speedily Accurately Economically

Our convenient Southern location and competent shop technicians eliminate useless waiting and decrease repair costs.

PHIPPS & BIRD, Inc.

303 S. Sixth Street

Richmond, Va.



FIRST YEAR PHARMACY CLASS, U. N. C., 1949-'50

First Year Pharmacy Class, 1949-'50

Numbered among the members of the first year pharmacy class (see group picture on opposite page) are the sons and daughters of many of our pharmacists. There are sixty students on the class roll and of this number we succeeded in getting 44 of them together for the group photo.

One noticeable thing about the Class is that the average age has dropped significantly . . . the reason being that most of the applicants came directly from high school. Since 1945 a high percentage of each class has been made up of veterans, some with three or four years of military service to their credit.

The Class is a select group. Each member has a proven scholastic record which provides the necessary base upon which to build their collegiate career. We are confident the admissions committee acted wisely in selecting the individual members of the Class, from more than two hundred applicants.

Here are the names and home addresses of the Class:

(1) Elizabeth Blanchard, Wallace; (2) Jacquelyn O'Neal, Louisburg; (3) Robert T. Britt, Raleigh; (4) William Donald Horton, North Wilkesboro; (5) Joseph Claxton Harris, Durham; (6) George Wesley Harris, Durham; (7) W. Seymour Holt, Apex; (8) James Hugh Fletcher, Drexel; and (9) Dean M. L. Jacobs, Chapel Hill.

(10) Barbara Dillard, Willard; (11) Martha Ann Smith, Warsaw; (12) F. Hampton Langdon, Four Oaks; (13) Samuel Thomas Thorne, Charlotte; (14) J. Coit Wright, High Point; (15) W. Stephen Perrow, Bedford, Virginia; and (16) Morris E. Merritt, Lake Waccamaw.

(17) Jeanette Hunter, Westfield; (18) Beatrice Kaminetzky, Durham; (19) Rowe B. Campbell, Jr., Taylorsville; (20) James H. Davis, Durham; (21) David T. Hix, Turnersburg; (22) Bennett M. Barksdale, Sanford; and (23) John H. Welborn, Lexington.

(24) Noah J. Simpson, Glen Alpine; (25) Roger H. Sloop, North Wilkesboro; (26) Loyd H. Johnson, Milwaukee; (27) J. Graham White, Burlington; (28) Jerry T.

Gaylord, Winterville; (29) Thalia Pappas, Charlotte; (30) Glenwood Lee Williams, Godwin; and (31) Charles C. Campbell, Maiden.

(32) Charles Blanton, Kings Mountain; (33) W. C. Matthews, Morehead City; (34) Wallace Lee Johnson, Conway; (35) J. Marshall Sasser, Smithfield; (36) Leon Pittman, Selma.

(37) William James Miller, Hickory; (38) George G. Bailey, Jr., Everetts; (39) Lelon Cary Dollar, Apex; (40) Robert Lenwood George, Jr., Roanoke Rapids; (41) Samuel Howard Price, Mooresville; (42) Emory Milner Watson, Sanford; (43) A. W. Clelland, Wake Forest; (44) Nicholas H. Batuyios, Wilmington; and (45) Bruce B. Beddingfield, Clayton.

Members of the Class not present when the picture was made are: J. F. Bland, Thomasville; B. C. Brooks and D. G. King, both of Fayetteville; C. J. Duvall and H. M. Mauney, both of Murphy; L. M. Fergu-

(Continued on Page 501)



EVERFRESH RUBBING ALCOHOL COMPOUND



Outstanding Professional Quality and Package

A Profit Meeting Your Professional Standards

**For the long run—
A BRAND WELL WORTH PREFERRING**

**The McCAMBRIDGE AND
McCAMBRIDGE CO.**

Baltimore 23, Md.

For Extra Profits!

Display - Sell:



STANBACK HEADACHE POWDERS and STANBACK HEADACHE TABLETS are fast repeaters—give you extra profits per dollar invested.

The same quick-acting formula in both STANBACK POWDERS and STANBACK TABLETS brings satisfied customers back to your store again and again.

All over America people are saying:

Snap Back with

STANBACK

For sixty-four years

- - - *since 1885*

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OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its thirtieth volume, and the first printed copy was "Seeman printed."



The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

Court Plaster Wanted

Mr. Francis B. Hays of Oxford, N. C. is trying to locate some "court plaster." Pharmacists in the State tell him the product is no longer being manufactured. If you know where Mr. Hays can obtain a supply of this product, please communicate with him in Oxford. He will greatly appreciate your kindness.

Student Program Presented

Reported by JOSEPH T. RUSSELL

A panel of speakers, including Earl Brown and William Van Valkenburg of Asheville and Truman Hudson of Hickory, were the headliners on the September program of the Asheville Drug Club. Presented by NCPA President-Elect W. R. (Bill) McDonald of Hickory, the three young men gave their versions of "What Pharmacy Offers the Young Man of Today."

A discussion was held on means of correcting the shortage of meals. A suggestion by Dean Tainter of Marion that the meal fee be increased to \$2.00 flat rate for members and visitors was accepted by vote of the Club.

Mr. Ward reported no change in the Fair Trade situation. Apparently a great deal of good was accomplished by Florida's return to Fair Trade.

Visitors present for the meeting, which was held in the Governor Vance Room of The Langren Hotel on September 9, included: W. Robert Grayson, Albers Drug Company, Knoxville; Frank Smith, Buford Lange Company; Dave Blau, Teaberry; F. J. Lail, Southern Dairies; Clyde Ross, Buford Lange Company; S. J. Perkinson, Buford Lange Company; H. T. McBride, American Cyanide, Pittsburgh, Pa.; R. L. Blanton, Young's Rubber Corp.; and William E. McCullough, Bristol-Myers Company.

Forty members and guests attended the meeting.

Happiness

Happiness is the perfume you cannot pour on others without getting a few drops on yourself.—Trimble (Ky.) Democrat.

Special Meeting of the Board of Pharmacy

Reported by H. C. McALLISTER, *Secretary*

On September 20th the Board of Pharmacy held a special meeting in Chapel Hill for the consideration of certain unfinished business held over from the last meeting on June 23rd. In addition to the routine matters considered by the Board, several cases in which disciplinary action was indicated were heard. In two of the cases the licenses of the individuals concerned were continued on probation, pending further investigation.

At this meeting it was brought to the attention of the Board of Pharmacy that certain persons holding certificates as licentiates in pharmacy of this State have made application to employers for positions, stating that they had been sent or had been recommended by the Board, through its inspector or otherwise, and had been employed in consideration of such recommendation. The experience of some of the employers is reported to have been unsatisfactory.

Based upon similar experience in the past, the Board of Pharmacy has refrained from recommending either employers or employees, and it is felt that both groups should be informed of this position. It is, therefore, suggested that prospective employers require references other than references from the Board of Pharmacy before employing pharmacists.

At this meeting a review of the inspection program was made. In discussing the topic, it was suggested that in those stores in which a pharmacist is not on duty at all times when the store is open, that a sign be placed in the store notifying the public that the pharmacist is off duty even though no pharmaceutical service is rendered during his absence.

No formal action was taken on this subject, however, it received favorable acceptance and will be discussed at the next special meeting.

"Prescription Returns"

Mr. Phil Link of the Gardner Drug Company, Reidsville, sends us the following communication:

"Recently I filled a prescription for Pyribenzamine Tablets. Approximately six weeks later the patient returned the tablets with the request to 'swap them for other merchandise.' I told the customer that it was not ethical for a pharmacist to take back prescription items once they had gone into the patient's home. I won't say I lost a customer because the individual was not a regular customer anyway, but I am sure he resented my not taking the medicine back.

"A printed form distributed by the N. C. Pharmaceutical Association might help many pharmacists who have had and are having similar experiences."

The problem of "prescription returns" has been referred to the Committee on Trade Interests. Members of this Committee are G. Haywood Jones, Zebulon, Chm., J. W. Harrison, Asheville, and Herman Cline, Charlotte.

WHY get less value when you pay more?



Greater security, service, and saving
in cost. For Druggists only.
Ask our agent.

Our North Carolina State Agent is:

F. O. Bowman
P. O. Box 688
Chapel Hill, N. C.

Our South Carolina State Agent is:

Ralph M. Crosson
1812 Marion Street
Columbia 3, S. C.

Oh boy!
Delsey is soft - like
Kleenex Tissues!



Delsey* toilet tissue

A Kleenex* Product

\$10.80 as part of 6 case assortment

\$10.50 as part of 25 case assortment

Scott Drug Company

***Wholesale and Manufacturing
Druggists***

Charlotte, N. C.

*T. M. REG. U. S. PAT. OFF

NCPA Executive Committee Holds Quarterly Meet

The Executive Committee of the N. C. Pharmaceutical Association met in Chapel Hill, October 5, for discussion and action on various special and routine business matters. Present for the meeting were J. C. Jackson, Lumberton, NCPA President and chairman of the Committee; W. R. McDonald, Jr., Hickory, first vice-president; J. Paul Gamble, Monroe, second vice-president; T. Roy Burgiss, Waynesville; E. C. Daniel, Zebulon; T. J. Ham, Jr., Yanceyville, all past presidents of the Association; and Secretary W. J. Smith of Chapel Hill.

The minutes of the previous meeting (June 15) having been published in THE CAROLINA JOURNAL OF PHARMACY, the Committee proceeded to action on current business.

Secretary Smith presented a third quarter (January to September inclusive) financial report, showing excess of receipts over disbursements for the nine month period of \$3,214.50. Net worth of the Association at the end of the third quarter, exclusive of the Institute of Pharmacy Account, was reported to be \$12,939.51.

On motion of Ham-McDonald, Secretary Smith was authorized to pay to the University of North Carolina the sum of \$300.00 for two scholarships to be awarded to two deserving students in the School of Pharmacy at Chapel Hill. The scholarships are for the school year, 1949-'50.

An offer by Dr. Lenox D. Baker of Durham to provide space at the next annual meeting of the Medical Society of North Carolina for a "scientific pharmaceutical exhibit" was ordered referred to the Association's Inter-Professional Relations Committee.

The Committee voted to nominate I. T. Reamer of Durham for membership on the revision committee of the United States Pharmacopoeia, 1950-'60.

The Committee discussed the recently organized North Carolina Health Council but took no action relative to financial support of the Council.

Secretary Smith presented a report on

violations of the State Fair Trade Act which his office had been concerned with in September. The Committee directed Secretary Smith to prepare a special bulletin dealing with Fair Trade for distribution to all members of the Association. Special emphasis is to be on a uniform system of reporting violations to expedite this phase of the enforcement program.

A communication from The Lavoris Company regarding break on minimum resale price of their special double size package was read. The Committee was impressed with the promptness in which The Lavoris Company had acted to curb the break on their product, and directed Secretary Smith to supplement the Company's action by calling on pharmacists in the affected areas to assist in the maintenance of the Lavoris minimum price schedule.

The Committee considered a request from a physician that the Association compile and circulate a list of "barbiturate addicts" to member stores, but, after considering the dangers of such a list, voted to turn the request down. Since barbiturates are "prescription drugs," the Committee felt that the control of barbiturates and the frequency of their use is a problem for the medical profession to handle, and that the circulation of a list of "barbiturate addicts" would be of little or no use in solving the problem.

The Committee reviewed the VA Pharmacy Service Plan and heard reports of how rapidly the Plan is growing in the State. For the first nine months of 1948, a total of 4,186 prescriptions were processed and \$12,644.75 paid to participating pharmacies. During the same period this year, 7,786 prescriptions were processed and \$26,168.50 paid to pharmacies authorized to offer this service to veterans with service connected disabilities.

Prior to the meeting, members of the Committee toured Chapel Hill and inspected various sites as possible locations for the Institute of Pharmacy. After touring the city and following a discussion of possible

(Continued on Page 501)

To The Drug Trade . . .

Our new and profitable 1949 line of HOLIDAY merchandise is now on display in our showroom. It is displayed in such a manner that you may leisurely and conveniently select items suitable for your trade.

Come in to see us and let us show you how to help Santa Claus do a real job this year.



JUSTICE DRUG COMPANY

GREENSBORO, N. C.

Dependable Service Since 1898

A Simplified Bookkeeping System

We recently heard of what we believe to be the simplest bookkeeping system in use in the State. As to its merits, we are not prepared to debate the point.

The system is known as the "bailing-wire bookkeeping system" and is so-called from the fact only two items are needed: a few strands of bailing-wire and a couple of blocks of wood.

A suitable length of bailing-wire is attached to a small wooden block by means of a nail. In actual operation, three such files are used.

At the conclusion of each day's business, all prescriptions are attached to one file; total gross sales are jotted down on a piece of paper and affixed to another file, and all invoices checked during the day utilize the third part of this unique system.

When the invoices are paid, they are removed from the file. To avoid difficulty with the State Revenue Department, sales tax

is paid on total gross sales (too much trouble to keep record of exempt items). A cash box takes care of excise taxes, and the store's policy of "no charge accounts" is helpful in making the "bailing-wire system" work.

A short time ago the originator of this system was visited by an inspector who complained over the incompleteness of the whole setup. Pointing across the street to a vacant building, the pharmacist said: "Fellow over there used to do \$10,000 a month, but he had to close shop. And you know why? Too much paper work in the back office . . . too little foot work out front with the cash customers."

Agriculture

A century ago, 85 American farmers—with their "mules and double shovels"—were needed to supply enough food for 15 persons, in addition to themselves. Today, with modern implements, the situation is reversed; 15 farmers are able to provide enough food, oils and fibre for 85 others besides themselves.

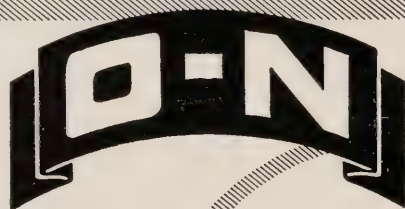


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The Best
Peanut Butter
Sandwiches
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Candies
and Other
Bakery Products

BIGGEST  ADV.
CAMPAIGN IN HISTORY

for ITCH-BURN of
ATHLETE'S FOOT



RINGWORM INSECT
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*Sells!
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\$ 2.80
DOZEN
2 BONUS

AT YOUR WHOLESALERS
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A LITTLE MORE COURTESY A LITTLE BIGGER SMILE

By the O-N Ad Man, J. C. B.

Sincerity, to me, is the biggest asset a sales person can have . . . and sincerity just naturally stimulates courtesy with a smile. Sincerity creates confidence. Sincerity flatters. Sincerity makes friends.

The most polished, the most intelligent sales person can drive customers away by casual, listless attention. A genuine smile, a bit of courtesy flatters the ego, makes the customer feel that you do appreciate his business and that you do recognize his "importance."

Sincerity does not overdo itself. There is nothing more nauseating than the sales person whose tongue drips with honey. Few sales people are good enough actors to pretend something which they are not.



U. N. C. PHARMACY CLASSES, 1910-'11

This Month: Pharmacy Classes of 1910-'11

The first and second year pharmacy classes of 1910-'11 numbered among its group some of the most progressive pharmacists we have in the State today. The two groups, as identified by Miss Alice Noble with the assistance of several members of the two classes, are listed below.

Three persons—Nos. 2, 25 and 37 are yet to be identified. If you can positively identify one or all of these three "unknowns," please let us hear from you.

The original to this picture, as well as the series that have been appearing in THE CAROLINA JOURNAL OF PHARMACY, will eventually appear in the N. C. Institute of Pharmacy.

- (1) George W. Waters, Jr., Goldsboro
- (2) Unknown
- (3) Otis Vance Jones, Swan Quarter
- (4) J. D. Whitehead, Jr., Enfield
- (5) Kelly E. Bennett, Bryson City
- (6) John E. Murray, Durham
- (7) I. L. Zuckerman, Durham
- (8) Lee Davenport, Pactolus
- (9) E. J. Barker, Rowland
- (10) W. deB. MacNider, Chapel Hill
- (11) I. H. Manning, Chapel Hill
- (12) E. V. Howell, Chapel Hill
- (13) C. H. Herty, Chapel Hill
- (14) John P. Moore, Cary
- (15) C. C. Reins, Winston-Salem
- (16) J. M. Anderson, Greenville
- (17) R. C. Harrelson, Tabor City
- (18) Prof. Chrisler, Chapel Hill
- (19) Prof. Hall, Chapel Hill
- (20) Prof. J. G. Beard, Chapel Hill
- (21) Prof. Hampden Hill, Chapel Hill
- (22) J. E. Condrey, Jr., Enfield
- (23) L. A. Reeves, Chapel Hill
- (24) G. M. Atwater, Oxford
- (25) Unknown
- (26) A. H. A. Williams, Oxford
- (27) H. R. Browning, Halifax

- (28) J. F. Hoffman, High Point
- (29) Cader Rhodes, Raleigh
- (30) Garland M. Cox, Lowell
- (31) L. E. Hesterly, Hendersonville
- (32) W. C. F. Harris, Hope Mills
- (33) Alpheus Jones, Warrenton
- (34) F. J. Hunnicutt, Durham
- (35) A. Grady Webb, Chapel Hill
- (36) Frank G. Fetzer, Wadesboro
- (37) Unknown

The "unknowns" listed above are expected to be identified from the following class members: H. G. Coleman, Durham; E. N. Tillett, Durham; George S. Blackwelder, Hickory; C. T. Marrow, Jr., Rowland; J. A. Mills, Mount Tabor; J. W. Mills, Wadesboro; Herron Neeley, Charlotte; and J. B. Ross, Lexington.

*Pine State Ice Cream
is uniformly
nutritious - a high
quality Ice Cream
at all seasons
of the year -
North Carolinians
ask for it!*

RALEIGH, NORTH CAROLINA

Send Us Your **KODAK FINISHING**

FOR

**TOP QUALITY—POPULAR PRICES—RAPID SERVICE—
LIBERAL DISCOUNT**

We are serving many of the finest drug stores and camera shops in the Carolinas and Virginia including:

Apothecary Shop, Elizabeth City, N. C.
Ashland Camera Shop, Ashland, Va.
B & M Drug Co., Crewe, Va.
Basarts Drug Store, Greenville, N. C.
Baxter's, New Bern, N. C.
Bells Drug Store, Greenville, N. C.
Boyd's Camera Shop, Fayetteville, N. C.
Brame Drug Store, N. Wilkesboro, N. C.
Bunch Drug Store, Goldsboro, N. C.
Butler & Carroll Drug Co., Dunn, N. C.
Bynum's Drug Store, New Bern, N. C.
Campbell Pharmacy, Hamlet, N. C.
Carolina Rexall Store, Wadesboro, N. C.
Clark's Pharmacy, Williamston, N. C.
Coleman Walgreen Agency, Jacksonville, N. C.
Connell's Drug Co., Henderson, N. C.
Culpepper Book Store, Culpepper, Va.
Dameron Drug Store, Tabor City, N. C.
Davis Pharmacy, Williamston, N. C.
Day's Drug Store, Spruce Pine, N. C.
Edwards Drug Store, Wake Forest, N. C.
Edwards Pharmacy, Ayden, N. C.
Emporia Drug Co., Emporia, Va.
Evans Pharmacy, Dillon, S. C.
Everington Drug Store, Laurinburg, N. C.
W. B. Fearing, Manteo, N. C.
Fox Drug Co. Inc., Rockingham, N. C.
Fremont Drug Co., Fremont, N. C.
Goldsboro Drug Co., Goldsboro, N. C.
Hall Drug Co., Scotland Neck, N. C.
Haney's Pharmacy, Waynesboro, Va.
Hilton Pharmacy, Hilton Village, Va.
Hobby Center, Newport News, Va.
Homes Pharmacy, Bowling Green, Va.
H. R. Horne & Sons, Fayetteville, N. C.
Howell Drug Co., Raeford, N. C.
Hughes Drug Co., Ashland, Va.
Jay Bee Drug Co., Dillon, S. C.
Johnson Drug Co., Smithfield, N. C.
Jones Drug Co., Franklin, Va.
Jones Pharmacy, White Stone, Va.

Lenoir Drug Store, Lenoir, N. C.
 Lincoln Cut Rate Drugs, Inc., Lincolnton, N. C.
 Louisa Drug Co., Louisa, Va.
 Matthews Drug Co., Roanoke Rapids, N. C.
 McIntyre Drug Co., Dillon, S. C.
 Miller's Camera Shop, Williamsburg, Va.
 Mineral Drug Store, Mineral, Va.
 Mitchener's Pharmacy, Edenton, N. C.
 Montgomery Drug Co., South Hill, Va.
 Morehead City Drug Co., Morehead City, N. C.
 Nansemond Drug Co., Suffolk, Va.
 Parker's Drug Store, Henderson, N. C.
 Pettus Garland Drug Co., South Hill, Va.
 Ragsdale Studio, Chase City, Va.
 Ramseur Pharmacy, Ramseur, N. C.
 Red Springs Drug Co., Red Springs, N. C.
 Rice's, Kilmarnock, Va.
 Ricks Drug Co., Rocky Mount, N. C.
 Ricketts Drug Store, Orange, Va.
 Ridenour Studio, Fayetteville, N. C.
 Rock Drug Co., Valdese, N. C.
 Rosemary Drug Co., Roanoke Rapids, N. C.
 Scotland Drug Co., Laurinburg, N. C.
 Louis Selig, Elizabeth City, N. C.
 Selma Drug Co., Selma, N. C.
 Souder's Pharmacy, Fayetteville, N. C.
 Spencer Drug Co., Blackstone, Va.
 E. M. Stratton, Gordonsville, Va.
 Wakelon Drug Co., Zebulon, N. C.
 Ward Drug Company, Nashville, N. C.
 Warren's Drug Store, Greenville, N. C.
 Warsaw Drug Co., Warsaw, N. C.
 Watkins Wood Drug Co., Emporia, Va.
 White's Pharmacy, Hilton Village, Va.
 Windsor Pharmacy, Windsor, N. C.
 Woolard's, Henderson, N. C.
 Zoeller Drug Co., Tarboro, N. C.

In addition we finish for 40 drug stores in Richmond.

Let us serve you, too. Samples and full information on request.

8th & Main Sts.
 P. O. Box 658
 Richmond, Virginia



OPERATION PHARMACY

(Continued from Page 467)

even scan all the medical journals or even the dozens of newspaper articles which come to the attention of his patrons." There is no simple answer. I have discussed this problem with pharmacists, pharmaceutical educators, editors and some of the top executives of pharmaceutical houses. I have also discussed it with officials of the F. D. A. The following suggestions are the result of these conferences:

1. Watch the scientific sections of the drug journals.

2. Ask detail men to keep you abreast of new developments.

3. Watch the health column in your local newspaper and the medical and science articles in *Time*, *Life*, *Reader's Digest* and so forth.

4. Try to find time for at least a quick scanning of the Journal of the American Medical Association and your state medical journals, even if you don't have time to read more than a summary of the articles.

After obtaining information on a new drug it is well to file it away alphabetically for future reference, using your own method so that you can quickly put your hands on it if you have an inquiry.

As new drugs are released and delivered to you, don't put them on the shelf immediately but place them in a conspicuous spot, with the literature, where your pharmacists and visiting physicians may see and study them.

Quick availability of dispensing containers and the sensible trend of some manufacturers to package their products in typical prescription bottles rather than fancy designed ones are useful. Manufacturers could also create good will with the pharmacist by using labels which can be removed with greater ease.

This brings me to a problem which the pharmacist faces daily and which should not be too difficult to solve; the lack of uniformity in price lists and catalogues. This is one of the most chaotic situations in our field today. Large sums of money are spent on these catalogues. In many cases they are handsome but show a complete lack of un-

derstanding of their ultimate use. For one thing, there should be uniformity of size and make-up as well as style. The ideal catalogue should have:

1. Name of the product, trade name and chemical name.

2. Size of unit.

3. List price, which should be Fair Trade if salable without a prescription.

4. Description of the product, with indications for use and the dosage.

5. Clear indication if it is a product which may be sold without a prescription or whether it bears the prescription legend.

This brings up another matter which I have stressed on many occasions. It is the clearer marking of the prescription legend. In many instances it is so small, or seems to be part of the description of the product, or is in such immediate juxtaposition to the description of the product, that the pharmacist, in innocence, sells the item over the counter, thereby violating the law.

I am happy to state that one manufacturer, after I had discussed this with him, is planning to label all of his prescription products with an "Rx," although it will be some time before this packaging will be made ready. In our pharmacy I have ordered labels with a red "Rx" to be applied ourselves when new items arrive which bear the legend. This will prevent making an over-the-counter sale in error.

However, as a fellow retailer, I feel that it is imperative that I touch upon one more vital subject. I urge upon you a very serious study of the proposed six-year course in pharmacy. I for one am inclined to feel that the present college course (which must be completely modernized), plus the one-year internship required, is adequate for today's practice of Retail Pharmacy. I should hate to see us rushed into the longer course without a much more thorough study of the problem as it affects Retail Pharmacy. Retail pharmacists must take a greater interest in pharmacy college programs, and not always leave this vital problem entirely to some well-meaning but not always fully realistic educators who may upset the apple-cart.

Your Inter-Professional Relations—Contact or Collision?

By JOHN A. MACCARTNEY,
Parke, Davis & Company

If anyone were to ask you, as a retail pharmacist, whether or not you considered the physicians in your community as important to the success of your business, I am very sure your answer would be an emphatic "yes." But from many private conversations and some personal experiences, it is apparent to me that many retail pharmacists either do not carry out the conviction of their statement or privately believe that the physician is actually their competitor.

While the national picture would probably indicate that most pharmacists not only consider the physician as an important asset to their business but also cultivate good relations with him by every possible method, I believe that, when we get down to a local level, we find a rather startling situation. The real attitude of some retail pharmacists is something like the story told by Briant Sando concerning the reading of a health statistic report in a small New England town meeting. The story goes that at the annual town meeting, the village clerk was reading the various statistics, such as, budget, public utilities, sewers, and finally, health. The official reading of his report ended with "and this is a pretty good showing—with the vital statistics reading 11 point 7." One old codger in the back of the room turned to his neighbor and asked just what the clerk meant. The neighbor answered: "I guess what he means is that 11 people died and 7 are at the point of death." Perhaps your relations with the physicians in your community are, either through malnutrition or deliberate starvation, in much the same situation—some dead and the rest at the point of death.

The question which every retail pharmacist must answer privately and honestly for himself is whether his relations with the physicians in his community are good or bad,

and much more importantly, just how he himself feels about it. In other words, are you interested in better co-operation with the doctor; or to put it bluntly, do you have the attitude of a very small minority of retail druggists who say they do not care what the physician thinks or does, and that they can get along very well without his support or his influence? You may not feel that way, but I'll bet you know pharmacists who do.

As for that small—and I hope vanishing—minority who say they simply do not care what the physician thinks of them, I can only say that if they can get along without prescription business and honestly do not care what the physician thinks of them or their store, *they are not in the drug business*. They are simply using the drug store name as an excuse—a sort of legal hunting license—to compete with other types of retail stores.

You and I have both seen stores which fit that description. Some of them are rather like certain laws, like the law in one of the Middle Western states which requires all the beer taverns to keep a pot of soup simmering at all times. I remember an example from my own youth that perhaps is even better. I had an uncle whom the family called—as Bob Burns would say it—my "sportin' uncle"—and once in a while on one of his "shopping trips" to the nearby city, he would take me along. Somehow he always managed to do most of his shopping in the nearest bar. In that state, they had just such a law—requiring all drinking establishments to provide food service. There, however, the sarcastic obedience had been carried to what I believe is the ultimate extreme. The only "food" visible in the entire establishment was a beautiful molded china plate on which there appeared to be a slice of bread and a fried egg—both, actually, beautifully molded into the crockery.

You might say—just what do china fried eggs and soup pots have to do with the retail

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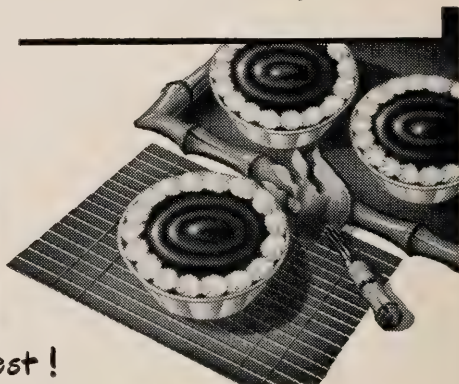
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drug business, and specifically, with our relations with the physician? Not too long ago, I was in a retail drug store, a unit of a chain of such stores, where the prescription department was maintained for exactly the same purpose as that china egg I just mentioned. The prescription department was far back in a dark corner—it occupied a space which was fully two feet by four feet—and it consisted of almost nothing but an impressive set of fancy labeled shelf bottles—every one of which was an empty dummy package! That prescription department—and any possible connection between that retail drug store and the physician—was nothing but an empty subterfuge, lip service toward the legal license which they held as a retail pharmacy.

I am sure that none of you are in the category of this example, but I do believe that many of us have permitted our relations with the physician to drift along until they have become anemic gestures giving little promise of regaining healthy vigor without some rather drastic therapy. I believe that many of us have never analyzed our personal situation in this matter and even fewer of us have any workable plans for the improvement of these vital relations. The first thing which the retail pharmacist must do is to make up his mind to either pull with the physician or to go it alone. In either event, your decision must be guided in the course you believe will lead to the greatest ultimate benefit, both in satisfaction for service rendered and in profit.

I know we will all agree to the truth of the old saying that "business comes where it is invited"; and as far as the direct business and the recommendation of the physician are concerned, there is no segment of your total volume which so directly reflects the truth of this observation. That old saying could probably be elaborated to read: "Business comes where it is invited, and it stays where the performance lives up to the promise."

You are in business to make a profit—and the cold proven fact is that the store with the biggest prescription business makes the most money per dollar invested—good times or bad! The only way in which permanent high prescription volume can be

developed and maintained is by constant cultivation of the wellspring of such business—the prescribing physician. There are doubtless some stores which can maintain a satisfactory total volume, and perhaps even a fair prescription volume, without the cultivation of the physicians in their area. Such stores are usually those which enjoy, because of their location, a larger than average traffic volume. Probably the so-called chain store type of operation is most nearly illustrative. But have they, because of their larger gross potential, ignored the promotion of their prescription department? Not by any means! They are fully aware of the fact that prescription volume is a sheet-anchor for dollar profit as well as a justification for their existence in the community, and they go after prescription business tooth and nail. One of the largest chains in the United States maintains not only excellent prescription facilities in every one of its stores but, in addition, has a fully equipped central department devoted to the development of prescription volume in the individual units. Any drug store worthy of the name should solicit more prescription business, if for no other reason than the completely selfish one that it offers the greatest profit potential still open to the retail pharmacist.

Now, assuming that you agree with these objectives and that you do want a larger share of the total prescription volume in your community, you will naturally ask the question: How can I get the physicians to work more closely with me? To completely answer that question would require hours of time and volumes of material because there are literally thousands of tangible and intangible factors involved; but generally speaking, they can be reduced to a relatively few essentials. I will try to state them, with brief comments.

1. *Personal attitude.* It has been said that nobody can fool a dog or a baby—you either like them or you don't—and they can detect it instantly. Perhaps it's instinctive; perhaps it's a sort of personal aura; perhaps it's in your voice and your attitude; but the important point is that if you want the physicians to work with you, you have to show them that you do. You

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must express, both by word and action, a complete willingness to co-operate—and your demonstration must be absolutely sincere.

2. *Know your stuff.* The physician, like any good workman, prefers to associate with other good workmen. This means that you must have a professional attitude—you must be able to use appropriate language—and you must know your pharmaceutical business forward and backward. Lastly in this category, it will do no good if you possess all of these qualities and yet “hide your light under a bushel.” Your biggest single job is to somehow let the physician know, without egotistic bragging, that you do know your stuff.

3. *Store's appearance.* Almost without exception the successful physician will be found to maintain a well appointed and absolutely clean office. He does so, not only because of the professional propriety of clean surroundings for the practice of medicine, but even more importantly, he realizes that his surroundings reflect to his patients his own competence and his own estimate of his ability. You can do no less in your prescription department and, indeed, throughout your entire drug store. There is a growing tendency in the layout of retail drug stores to consider the entire store as a sort of show window; and for this reason, it is important that your entire store reflect an attitude of business competence and professional confidence. To put it another way—even though your professional attitude is proper, your store—your workshop—must be a fitting and proper setting for the picture you plan to create in the mind of the physician. You cannot have a 45-calibre story with a 22-calibre store!

4. *Store's “atmosphere.”* Under this classification, I want to sharply differentiate the general atmosphere or “feeling” of your store from the physical appearance of the establishment. Atmosphere, in the sense it is used here, is an intangible and often quite elusive thing. Some stores have it, and others, with equally good fixtures, equal cleanliness, and all of the other ingredients, somehow just never quite achieve what is commonly called “atmosphere.” No sure-fire formula for the development of this essential ingredient in doctor and patient

confidence can be given, but certainly the points already enumerated will go far toward the creation of this desirable quality in your store.

It might be well to bear in mind, when considering this intangible asset, that active promotion of greater prescription business volume implies more visits to your store by a larger number of what might be called sick customers. They are not shopping for drug sundries. They are people who need a prescription filled because they, or some members of their families, are ill. Their mental attitude is greatly different from that of the casual shopper, and any pharmacist would be well advised to bear that fact in mind in the manner in which he handles such customers. Slap-dash methods of handling such a customer—rapid-fire salesmanship—or sloppy presentation of the item required will be doubly resented.

5. *Community standing.* The next thing which I believe we must consider is the community standing of you and your store. It is difficult to be completely honest with yourself in analyzing this. Some pharmacists have been told what their community thinks of them in a way which is perhaps the best—they have enjoyed huge success in their business—or they have failed. In the first instance, those men obviously had the right answers to most of these questions; in the latter, it is equally certain that they had few or none of the answers. We all can do much more toward becoming a vital part of our community life, and most of us can contribute far more than we do toward the growth of the community in which we live and have our business. I do not agree with the community lip service which some persons feel is adequate, such as minor cash donations to worthy local charities and their names on the membership list of community organizations. I do advocate active participation by retail pharmacists in all worthwhile community organizations. Become active in the affairs of your local service clubs, church groups, Parent-Teacher Associations, and other equally worthy co-operative civic activities. Even from a selfish viewpoint, such participation pays off, because it is probably the best advertising you can buy.

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Now let's get back to a question which you will logically ask: *Just how does the development of better inter-professional relations pay off to me?* First, and most importantly, I refer you to the remarks already made concerning the enviable dollar volume and proportionate profit percentage which larger prescription volume will give you. Many pharmacists, who have vigorously pursued greater prescription volume by the development of better relations with their community doctors, know that there is no form of business stimulation where the results are reflected faster in cash register receipts. Few efforts will bring back so fast the bread cast upon the waters. And there is another way in which good inter-professional relations pays off—a payoff you will never realize until you suddenly find you have it in your pocket—the immense feeling of satisfaction and pride you will have when you know you are rendering a really vital health service to your community. This payoff will come to you in the confidence of your fellow citizens and in the attitude of partnership which the physician will freely give you when you deserve it. You will suddenly find that you are on the team! And again you're on that team, you're in the big league—community-wise, satisfaction-wise, and profit-wise.

If you agree, from what has already been said, that better inter-professional relations should be developed and that its development will pay off, the next question is: *Just how should you detail physicians on your store and on yourself?* There are many questions which must be answered before you embark upon a program designed to favorably influence the doctor. Perhaps we can summarize by listing a few of the more important ones.

1. *Are You Afraid of the Doctor?* For some strange reason, some pharmacists approach the physician as if they were approaching the throne, or, even more abjectly, as if they were approaching the hangman's noose. Others approach the physician with an attitude of belligerence or resentment. If you feel that the average physician occupies an exalted position socially, professionally, or mentally, and if for any of these reasons you feel he is unapproachable, your

efforts are doomed to complete failure. It is perfectly true that the physician does occupy a somewhat unique position in most communities. His profession has, through hard work and excellent public relations, achieved a highly preferential position. He is respected by practically everyone, and he quite frequently enjoys both the social and financial benefits which accrue to such position. But these facts should in no way deter you from approaching him as a fellow professional man. He has equal, *but no greater*, interest in the health of the community. He has an equal concern in the maintenance of good prescription service; he knows that he must have it, if he is to succeed in his therapeutic efforts! Little need be said regarding the pharmacist who expresses resentment toward the medical profession, except that as long as this attitude on his part remains, that pharmacist will likely *never* succeed in achieving comparable professional position with the doctors in his town.

2. *Do You Approach Him as a Fellow Professional Man?* Thousands of words have been written and spoken about the necessity for the encouragement, both on the part of the pharmacist and the physician, of a feeling of teamwork and the feeling that they are fellow professional men, working in closely allied fields. Such a co-operative spirit *can* be developed and, indeed, *has been* developed in many communities. On a national scale, there is a growing spirit of confidence and co-operation between the pharmaceutical and medical associations. But your own local problem is not solved by this growing national unity. It is strictly up to you, through your knowledge of your professional business, to deserve such confidence on the part of the physicians in your own home community. You will be surprised, perhaps astonished, by the enthusiasm with which your offer of co-operation will be received, if the physician recognizes, in you, a fellow professional man with the proper dignity which such status demands. If you feel that you have these qualities, I suggest you test yourself by calling on some of your doctors. Start with one of the more unapproachable physicians in your community. In other words, try the tough ones first. You

may get some bumps, but you will inevitably add polish to your story and probably discover that the hardest man to see is the easiest one to talk with, if you know your story.

3. *What Do You Tell Him When You Do See Him?* Note I did not say "What do you ask of him." No physician likes to have someone solicit his business and his preference simply because the asker will profit from it, and neither do you. What you should tell him on your visit to his office, or on his visit to your store, is condensed in the cardinal rule of all good salesmanship—sell *service*, and an answer to *his* problems, not yours. Show him, by adequate demonstration, the service you are prepared to render—that his utilization of your store and of your professional ability will make *his* job easier, that *his* patients will receive better treatment because of you. If you can do this, you have sold him a service—you have sold him an answer to one or more of *his* problems—you have sold him on your store!

4. *Does Your Store Back Up Your Story?* Earlier in this talk, you will remember, something was said about your store's atmosphere and that you could not have a 45-calibre story and a 22-calibre store. You are, of course, going to invite the physician to visit your store; and certainly if he directs his patients to your store, they are going to form a quick opinion of your establishment. For these reasons, it is essential that you prepare your scenery before you put on the first act of your show. Therefore, spend some time in a cold-blooded analysis of your store and its character before you call on any physician to develop better inter-professional relations. Remember, too, that the personnel in your store must measure up to the picture you paint. You may personally have high professional attainment and you may impart an atmosphere of competence and confidence, but if a single one of your clerks fails to do an equal selling job in his functions, the whole setting will collapse like a stack of cards. One thing further that should probably be under this classification is the human tendency to make promises and fail to live up to them. It has often been a stumbling

block in efforts to build up prescription business and professional confidence. For example, if you say to the medical profession that you will deliver prescriptions and sick-room supplies—then deliver—*deliver* even if it costs you ten times the amount involved in the sale. If you say you have a prescription item in stock—*have* it in stock, if you have to get it from the ends of the earth!

5. *Can I Get the Doctor's Business?* This question, refers not to prescriptions which the doctor may write, but to his direct business—the medical supplies which he requires for his practice, the drug sundries which he and his family must purchase—all of which he *could* buy from you. What method is best to get the physician's personal business? Many stores enjoy a large volume of purchases, both for the doctor's practice and for his personal use, simply because the doctor has developed a feeling of confidence and friendship for the store and for its personnel. This is probably the very best way to develop such business—it is the most surely profitable—and is likely to be most permanent. We all know there are other methods used to get the doctor's business. Some stores offer the physician merchandise at cost; some attempt to buy the physician's business with gifts and extra discounts; some even go so far as to set up a system of commissions or kickbacks on prescription business obtained. These methods may succeed for a short time. Their success, however, is usually temporary, and such methods are completely vulnerable to inroads of other merchants. Others can take such business away overnight simply by offering bigger discounts, more elaborate gifts, or bigger kickbacks. There is another objection: Such methods of getting business are properly labeled in only one way—they are "dirty" business methods! They are completely unprofessional—they violate all business ethics—and they pull down, rather than build up, confidence and co-operation between the two professions.

How Can I Organize a Campaign? A short slogan which has had wide use in the stimulation of salesmen is this—Plan Your Work, Then Work Your Plan. This slogan could very well be applied to your problem

and your plans for bettering inter-professional relations—particularly the first part—Plan Your Work. No intelligent sales manager would permit his salesmen to start out without every possible fact about his product, his competition, and his potential customers. Just so, in planning an approach to the physician, you should analyze him. Take some time to make a careful list of all the doctors on whom you intend to call, mark down such things as their prescribing habits, their type of practice, their hospital affiliations, and any other facts which will enable you to impress the doctor with your familiarity with his preferences. For example, if you are calling on a dispensing physician, you will attempt to interest him in the purchase of his supplies through your store, and you will try to influence him to write more prescriptions. Likewise, with the prescriber, you will attempt to impress him with the facilities you have for the proper filling of his prescriptions, and you will try to persuade him to recommend your store to his patients. After you have made an analysis of your potential physician customers, the record should be kept meticulously up to date. One of the things which will help is to keep a running record of the business you obtain, directly or indirectly, from each of these doctors. You will find such records invaluable as time goes on, since they will give you verbal ammunition for succeeding calls on each physician. Perhaps your record shows that he has prescription writing habits which make it difficult for you—such as writing off-brand items or prescribing in quantities which require unnecessary splitting of stock package sizes. After you have such facts, you can explain your problem frankly to him and obtain, not only his co-operation, but his appreciation of your suggestions. Along this same line, one other thing is not only completely proper but highly valuable. Come right out and ask the physician what he wants you to carry in stock and just how he wishes you to best serve him and his patients. In doing so, you are asking his *advice* and his *help*, and the inevitable result will be that he will not only give you such advice but will think the more of you for asking. This is a point

of elemental psychology to which we all respond.

How Do You Get Along with Other Druggists? This question is asked because it has a tremendous bearing on your individual efforts to promote better relations with the physician. You may not think so, but it is an observed fact. You are engaged in a type of retail operation which is perhaps unique in that it has elements of professional character and elements of knock-down-and-drag-out competition. It is very easy for the retail druggist to become so engrossed in competitive efforts as to forget that the sounds of battle are acutely audible to the medical profession. The inevitable result is that they get the impression that the average retail drug store is nothing but a competitive variety store with little interest in the public health aspects of retail pharmacy. Have you ever looked around your own town and noted how some retail drug stores achieve a reputation as professional stores, while others are recognized simply as convenient sources for all the wide variety of merchandise so common in the drug store? Have you ever wondered why a so-called "ethical" store can be established, and succeed, right in the center of existing drug stores whose owners have the same know-how and the same equipment, but who have, for some reason, failed to sell themselves to the physicians of their community? Lastly, from an over-all viewpoint, have you ever asked yourself the sober question—does my personal attitude toward my profession help to build up pharmacy or run it down? Am I really proud of my profession? If your honest answers to these questions must be "no," you face the necessity of a sharp reversal of your own attitude before you can ever sell your professional services to anyone.

Do You Follow Up on Detail Men? As you all know, most pharmaceutical manufacturers employ a large staff of medical service representatives whose sole job is to promote the greater use of their products by the physician. These men, both from personal preference and as a matter of cold, practical business, prefer to co-operate with the druggist who co-operates with them. So

it would pay to ask yourself this question: "Do the detail men who call on the doctors in my town like to work with me and for me?" You want to learn to do a proper job of detailing the physician. You have in the detail men who visit your store a ready and willing staff of teachers who will be glad to share their technique. And here again, I am very sure that you will find that demonstrable willingness to co-operate and a request from you to these men will result not only in invaluable tips regarding your local doctors, but also in the free gift of the best possible coaching for your future efforts in this direction. So, I urge that you make full use of the detail men who come into your store. Help them, and you will find your contribution will be returned many-fold.

Talk About Him—Not You. When you do call on the physicians in your town, try to sell each one on the service which you can render; try to show him how you can help *him*, not yourself; try to offer him the solution to some of *his* problems, not your own. And lastly, wherever practical, try to have something new to offer. I do not mean that you must necessarily have a new product to discuss each time, rather I refer to the necessity of your developing some new service, or an improvement on existing service, which will set your performance apart from the usual run of such available drug store practices. Make your visit and your store stand out in his mind!

When You Start—Don't Stop. One of the cardinal rules of public relations work is that once started it must never be allowed to slow down. The momentum and the pressure must be maintained. This rule certainly applies to your efforts with the physician. Such promotion is public relations, too. You expect to remain in business for many years. Physicians, and their habits, change—just as you and yours do. You must keep up the pressure if you are to confidently expect a continuous flow of prescriptions and preference from the doctors in your town.

Doctors Have Some Preconceived Ideas. I know that many of you have had the same experience as I, when, in talking with physicians, you find that many of them have

pet gripes and misconceptions regarding the practice of retail pharmacy. No doubt you will also insist that the pharmacist has some similar gripes and objections to some of the habits of the medical profession. I suggest that we review briefly some of these objections and misconceptions of both professions. Let's set them down and see who, if either, is wrong. First, suppose we list some of the things which pharmacists don't like about physicians.

Number one on such a list would probably be your objection to the physician dispensing his own medicine. As a sub-heading under this, you might list the habit of some physicians of dispensing less expensive medication and using you only as a source for items too expensive to carry in their offices.

The second major objection might be that some physicians are too price-conscious. Under this heading might come two classifications: first, the physician who insists on telling the patient what a prescription will cost and often underestimating it, to your subsequent embarrassment; second, the physician who expects you to give him unreasonable professional discounts on his purchases in your store.

A third objection might be called unreasonable service demands. Under this group would certainly come the physician who expects you to accept narcotic prescriptions over the telephone. Also, the physician who expects immediate delivery of unimportant and non-emergency supplies. Another is the physician who asks you to stock quantities of a product and then fails to use the supplies in which you have invested your capital.

The fourth complaint might well be the growing tendency of some doctors to permit unsupervised dispensing of medication by their office nurses and other personnel.

The fifth difficulty is the physician who tells his patient to ask for a product which you cannot legally sell without a written prescription—and who becomes angry when you refuse to do so.

There are probably many other objections and complaints which you could enumerate, but let us now look on the other side of the

fence. Let's list some of the major complaints of the physician against the pharmacist.

The first in such a list would probably be the ever-present objection that the pharmacist overcharges for his prescription service. It is not my intention in this discussion to go into this subject in detail, but we all must agree that this is an often-voiced objection on the part of the doctor. It is also the easiest one to overcome, if you will discuss this question frankly with him and explain your price policy—with facts, but without apology.

The second major objection from the physician is that most druggists seem to be much more interested in merchandising than they are in professional activities. Here we certainly have an objection which has validity in many instances.

The third objection the physician often voices is that of counter-prescribing and its companion evils of unauthorized and promiscuous refilling of prescriptions.

The fourth objection, one which I am happy to report is becoming less and less important, is that of substitution and switching. Most pharmacists have found that both practices are not only unethical but unprofitable.

The fifth in this list might incorporate objections, such as, sloppy prescription filling, discussion of symptoms with the patient, and playing favorites among the medical profession. No doubt, in this list, as with the other, you could add many more you have encountered.

Now Let's Summarize! We have discussed some of the pet complaints and irritations of both groups. Let's look at the two lists side by side. When you do this, it is immediately apparent that the objections of one group almost exactly match the objections of the other. You will also see that all of these objections will cancel each other out:

1. You don't like the doctor to dispense—he doesn't like you to counter-prescribe.

2. You don't like the doctor to dictate the price you are to charge for prescriptions—he doesn't like you to overcharge for medicine.

3. You don't like the unsupervised hand-out of medicine by the doctor's office nurse—the doctor doesn't like the emphasis on merchandising in the average drug store.

4. You don't like the doctor to tell his patients to ask for prescription items over the counter—he doesn't like you to substitute or switch his patient to one of your pet products.

5. You don't like the doctor to insist on unreasonable service—he doesn't like your discussion of symptoms with patients or sloppy prescription filling.

And so it goes—each objection almost exactly matched by one on the other side. Isn't it obvious that the solution to these problems and the answer to the question of how to improve interprofessional relations requires nothing but a little more mutual understanding, a little more give and take, and a little more willingness to sit down together and talk it over? But the two of you will never get together unless *you* really try.

Let's start co-operating instead of colliding! Let's quit bumping heads and start getting our heads together! Let's work to develop a team—a Health Service Team—unbeatable because each member contributes equally and wholeheartedly—unbeatable because all contribute to better health service for your community.

EXECUTIVE COMMITTEE

(Continued from Page 481)

locations, the Committee voted to refer the matter to President Jackson and Secretary Smith, who will assemble additional data for consideration of the Committee at a later date.

There being no further business, the Committee adjourned at 5:30 P.M.

1949 CLASS

(Continued from Page 475)

son, Gastonia; E. B. Graybeal, West Jefferson; C. M. Kirby, Wilson; C. A. Reaves, Asheboro; Margaret Ann Rightmyer, Weldon; Hubert N. Rogers, Fair Bluff; Suzanne Millaway Seymour, Burlington; Carolyn Ruth Twigg, Raleigh; and Richard F. Williams, Beulaville.

Howell Hall Happenings

Waits A. West, News Director

Howell Hall opened its doors for the Fall quarter and the school year of 1949-1950 on September 18th. The freshmen orientation program for the School of Pharmacy this year was carried out by seniors Ernest Rabil and Don Bennett. The usual lost freshmen who are to be found on the campus during the first few weeks of the school year were, on the whole, not quite so lost due to the efforts of the counsellors and the help and training which the counsellors received from the Carolina Orientation Committee. The counsellors instructed the new freshmen in student government on the campus as well as the intricacies of the Pharmacy School itself. Each of the organizations within the school was discussed and elaborated on, so as to give the freshmen a good view of the organizations. Tours of the campus were made, and the library and many of the class buildings were pointed out in order to give the new students a better idea of how to get to class when the time came for classes to start. The orientation week seemed a success and it is hoped the new knowledge seekers who have followed the call into the profession are well on their way to four full and prosperous years of learning and practicing those things which will prove to be a good beginning for the future years of hard work in their profession.

The second week of school saw many activities for the students in Howell Hall, highlighted by the appearance of the Executive Committee of the NCPA. They were present at the opening meeting of the Student Branch. The other organizations within the school also have started the year in full swing and there is a general feeling among the students that there will be a great deal of stimulation of interest in the school through each of the organizations throughout the remainder of the year.

There were quite a few faces belonging to some of last year's graduates seen at the picnic given by the NCPA on the weekend of the Georgia football game, and it seemed like a real homecoming to see all those who were with us in school only last year, but

who are now out, and making their way in the profession.

The class elections for this year were held on October 4th and 5th.

Student Officers in the School of Pharmacy, 1949-1950

Student Body—President, Waits Artemus West, Roseboro, N. C.; Vice-President, Arthur Etheridge Brothers, Elizabeth City; Secretary-Treasurer, Doris Harrell Sauls, Raleigh.

Representative to Men's Honor Council—Donald Leon Bennett, Fuquay Springs.

Pharmacy Girl's Association—President, Sarah Bradshaw Pegram, Apex; Vice-President, Mary Frances Parsons, Winston-Salem; Secretary-Treasurer, Margaret Carolyn Burgess, Broadway.

Student Branch, N.C.P.A.—President, John Bennett Woodard, Hamlet; Vice-President, William Pitts Horton, Sanford; Secretary, James Edward Bennick, Charlotte; Treasurer, Christopher Columbus Turner, Jr., Durham.

The Pharmacy Senate—President, Floyd Edward Jones, Morehead City; Secretary-Treasurer, Benjamin Franklin Cooper, Warsaw; Recorder, Jarvis Marion Alligood, Washington; Reporter, Oscar Walter Mills, Leaksville; Parliamentarian, Robert Edgar Scharff, Asheville.

Rho Chi—President, Henry Dale Smith, Spartanburg, S. C.; Vice-President, Robert Charles Wilson, Hendersonville; Secretary-Treasurer, Robert Richman Woody, Snow Camp.

First Year Class—President, Weldon Cooper Matthews, Morehead City; Vice-President, Waller Stephen Perrow, Bedford, Va.; Secretary-Treasurer, Carolyn Ruth Twiggs, Raleigh.

Second Year Class—President, Gilbert Clark Russell, Greensboro; Vice-President, William Lewis Summey, Dallas; Secretary-Treasurer, Margaret Carolyn Burgess, Broadway.

Third Year Class—President, Ralph Edward Carter, Wilmington; Vice-President,

Herman Wright Lynch, Chapel Hill; Secretary-Treasurer, Wilbur Shepherd Ward, Swannanoa.

Fourth Year Class—President, Henry Dale Smith, Spartanburg, S. C.; Vice-President, John Henry Lowder, Albemarle; Secretary-Treasurer, Benjamin Franklin Cooper, Warsaw.

The Pharmacy Senate

By OSCAR MILLS, *Reporter*

The first meeting of the new quarter was opened by Senate President Floyd Jones at 7 p.m., Tuesday night, October 4, in Howell Hall. A brief business meeting was held followed by the introduction of all the new officers who are as follows: President, Floyd Jones, Jr.; Secretary-Treasurer Ben Cooper; Recorder, Jarvis Alligood; Reporter, Oscar Mills; Parliamentarian, Bob Scharff.

A special program was then presented on "Student Organizations of the School of Pharmacy" with the purpose of giving to the first year class, who were special guests, a concise but brief picture of the extra-curricular activities available to them as pharmacy students. Speakers and their organizations were: Rho Chi, Henry D. Smith; NCPA, John Woodard; Pharmacy Girls Association, Frances Parsons; Phi Delta Chi, Truman Hudson; Kappa Epsilon, Sara Pegram; Kappa Psi, Ernest Rabill; Pharmacy Senate, Floyd Jones.

The following first year students indicated their desire to become members of the Senate and will be voted on at the next meeting: Betty Blanchard, Bea Kaminetzky, Jimmy Davis, Allene Warren, Roger Sloop, and Hampton Langdon.

NCPA Student Branch

FLOYD JONES, *Publicity*

A special meeting of the Student Branch of the NCPA was held Wednesday evening, October 5, in the main auditorium of Howell Hall. The purpose was two-fold: first, to bring the first year students together to further acquaint them with the organization, and secondly, to play host to the State NCPA President and his executive committee.

President John Woodard called the meeting to order. Mrs. Harold Sauls introduced the speaker, State NCPA President J. C.

Jackson of Lumberton. Mr. Jackson spoke briefly on "The Future of Pharmacy," after which he introduced to the group the other members of the State Executive Committee. A social hour followed.

Rho Chi

FLOYD JONES, *Reporter*

A special meeting of Rho Chi was called Thursday afternoon, October 7, by President Henry D. Smith. Chief item of business was regarding the scholastic average required for entrance in Rho Chi—Pharmacy's National Honorary Society. To conform with National Headquarters regulations it was decided and placed in the Chapter's By-laws that requirements for admittance will be scholastic averages of 92.5% for a Junior and 90% for a Senior in addition to the already defined rules regarding high character attainments. Other business was taken care of, followed by the announcement that the first regular meeting of the Society will be held the last Thursday night of the month. Speakers will be Jarvis Alligood and Frances Barnett.

Kappa Psi

DICK KNIGHT, *Reporter*

After a much needed summer vacation, twenty-five active members have returned to Chapel Hill, eighteen of whom are living at 119 West Franklin Street. A considerable amount of painting and cleaning up have taken place, readying the house for new pledges and members to move in after initiation.

At our smoker for upper classmen on October 4th, the following boys were pledged: Robert E. Collins, Plymouth; Charles F. Jones, Jr., Oxford; Olin H. Welsh, Lumberton; Harvey C. Greeson, Gibsonville. A tentative date has been set for initiation of these new pledges.

We have a tag football team which has played one game thus far—we are hoping for better results as time passes on.

Phi Delta Chi

J. C. MCGEE, *Reporter*

Although thirteen of our brothers graduated this past Spring and three more finished

(Continued on Page 511)





“IT’S FAMOUS

because

IT’S GOOD”

Another Fish Story

Ronny Buchanan, age 10 years, son of Mr. and Mrs. G. G. Buchanan, Sanford, North Carolina (Buchanan is a representative of Parke, Davis & Company) talked his father into taking him fishing while the family was on vacation at the beach.

Results: 45 fish on one string and 3 on another (see pictures on opposite page). All the fish were caught in one session off the new Carolina Beach fishing pier.

Mr. Buchanan attributes his bad luck to the fact he was kept busy taking fish off Ronny’s line.

Other pictures appearing on the opposite page were taken by representatives of Galeski Photo Center, Richmond, Va., at the 1949 Convention of the NCPA. Several of the pictures were snapped in Chapel Hill at the Convention barbecue sponsored by the B. C. Remedy Company and the School of Pharmacy.

BONUS DEALS

Effective Until Further Notice

TINA-CIDE

35c Size—(List \$2.40)

1 Dozen—1/12 dozen BONUS from Wholesaler

3 Dozen—1/4 dozen BONUS from Wholesaler

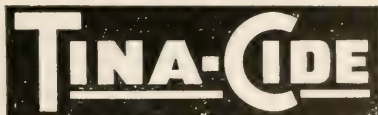
* Plus—1/4 dozen BONUS, Direct

*Direct Bonus sent upon receipt of wholesale invoice

COMBINATION PACKAGE

EDWARDS FOOT POWDER & TINA - CIDE

1 Dozen—
1/6 dozen
BONUS from
Wholesaler



69c Size—
(List \$4.80)

DOINGS OF THE AUXILIARIES

Charlotte Auxiliary Meets

MRS. S. A. BEATY,
Corresponding Secretary

The Charlotte Woman's Druggist Auxiliary held its first luncheon and business meeting for the Fall season, September 13, in Efrd's Dining Room. Lovely Fall flowers decorated the tables, and a large number of old members, new members, and guests were present.

Mrs. H. L. Bizzell, our new President, presided and gave the invocation.

Following the luncheon, the Secretary brought us up-to-date by reading reports and minutes of our last meeting held in the Spring. The various committee chairmen for the coming year were introduced, and each one read the names of those who will serve on the individual committees.

There was no formal program, since this meeting was devoted entirely to business and getting reorganized.

Door prizes were won by Mrs. Joe Monroe and Mrs. Clyde Webb. Each one present also received a small, but attractive gift, donated by the President.

Mrs. Bizzell Entertains

Mrs. H. L. Bizzell, president of the Charlotte Woman's Druggist Auxiliary, entertained the officers and all committee members at a delightful luncheon on September 23 at her home on Crescent Avenue.

Bowls of mixed flowers were used in the living room, dining room and den, where the attractive luncheon tables were served. Home made ice cream and pound cake climaxed the delicious luncheon.

Following the luncheon a business session was held, and each committee chairman told of her committee's plans for the year ahead. Many helpful suggestions were exchanged.

There were twenty-three members present.

Mrs. L. C. Smith, former president of the Charlotte Auxiliary, is now recuperating, following an operation at Mercy Hospital in Charlotte on September 20.

Raleigh Club Sets Fall Program

MRS. JOHN E. TREADWELL, *Reporter*

The Raleigh Woman's Drug Club held its first meeting of the year at the home of Mrs. John C. Brantley, Thursday evening, September 8.

Mrs. W. Forrest Matthews, president, presided over the business discussion. Plans were made for a very active club year with committees being appointed to work on various ideas.

A social hour followed the business discussion with hostesses Mesdames Brantley, W. F. Matthews, R. I. Cromley, L. H. Crumpler, J. B. Gaither, J. E. Treadwell, H. E. Brege, F. C. Handy, W. C. File, H. G. Price, and Miss Evelyn Newsome as hostesses.

Game Puts Women in Poor Light

At the September meeting of the Raleigh Woman's Drug Club a game was played in which one lady repeats a sentence, once, to the lady next to her, who in turn repeats it to the next, etc. The point is to see whether it is true that women can tell a story truthfully.

Well, here is the sentence which began the rounds: "A little boy ate too many green apples and got a stomach ache." The end of the rounds???? "Did you call those people last night?" All right, men we concede that point.

Asheville Auxiliary Holds Monthly Meeting

Reported by MRS. A. R. UPCHURCH

The Woman's Auxiliary of the Asheville Drug Club met Friday, October 7, at the home of Mrs. F. A. Powell, with Mrs. Edwin Nowell and Mrs. George Matthews, Jr., as co-hostesses.

The President, Mrs. Edwin C. Brown, presided over the business meeting. She welcomed a new member, Mrs. Robert Sisk.

The members voted to give a benefit bridge at the Coca-Cola plant on November 18, and plans for this event were discussed.

Mrs. Lloyd Jarrett, chairman of the Ways & Means Committee, will be in charge of the arrangement.

Following the business meeting, Mrs. Powell introduced Mr. R. H. Rembert, past president of the Asheville Bird Club, who gave a most interesting talk on birds and their habits, and illustrated with colored slides.

At the close of the meeting, the hostesses served delicious refreshments.

Marriages

Miss Ella McAulay Douglass, daughter of Mrs. Benjamin Franklin Page and the late Dr. Samuel Ernest Douglass of Raleigh, became the bride of Gordon William Tomlinson, son of Mrs. Della H. Tomlinson of Raleigh and the late Willam Parker Tomlinson, on October 1. The ceremony was solemnized in the Hayes Barton Methodist Church in Raleigh.

Mrs. Tomlinson was graduated from the Woman's College of the University of North Carolina in Greensboro and attended the Graduate School of Social Work at the University of N. C. in Chapel Hill. For the past several years she has been employed as case worker in the Rocky Mount office of the Nash County Welfare Department.

Mr. Tomlinson attended the public schools of Garner and George Washington University. During World War II he served in both the European and Pacific theatres. At present he is connected with the Carolina Surgical Supply Company in Raleigh.

Miss Julia Allene Russell and Mr. Ernest Laque Hicks were married at the Centenary Methodist Church, Winston-Salem, on Sunday, September 25. The bridegroom is the owner of Cline's Pharmacy, Concord.

Miss Florence Bonner Hoffman and Mr. John D. Lowe, both pharmacists of High Point, were married in that city on September 16. The bride is associated with Greene Drug Company, the bridegroom with Mann Drug Company No. 2.

Miss Mary E. Stroupe, daughter of Mr. and Mrs. David W. Stroupe of High Point, was united in marriage with Joseph Carson Southern, son of Mrs. J. M. Southern and

the late Mr. Southern of High Point, in a formal ceremony, Sunday afternoon September 11, at Emmanuel Lutheran Church in High Point.

The bridegroom is a recent graduate of the U. N. C. Pharmacy School and is associated with Mann's Drug Store, High Point.

Deaths

Rufus J. Phillips, father of Pharmacists M. Brown Phillips of Albemarle and Oswald J. Phillips of Philadelphia, died September 16 at the Cabarrus Hospital, Concord.

James Holland Kennedy, age 83, died in Gastonia in late August. He established Kennedy's Drug Store, well known drug firm of Gastonia which is now owned by E. C. Adams.

Dr. Fred H. Fleming died suddenly at his office in Coats on October 1. He was a graduate of the U. N. C. School of Pharmacy and studied medicine at Wake Forest College and Tulane in New Orleans.

Dr. Ramsey, father of Mrs. E. A. Brecht of Chapel Hill, died recently of a heart attack in Pasadena, California.

"Women in Russia" Subject of Talk

MRS. S. A. BEATY, *Reporter*

The monthly luncheon and business meeting of The Charlotte Woman's Druggist Auxiliary was held on October 11 at Efrid's Dining Room. Mrs. H. L. Bizzell, President, presided and the invocation was given by Mrs. T. N. Edwards.

Mrs. G. V. Lawrence, chairman of the program committee, introduced the speaker, Dr. R. S. Snyder, minister of the Seigle Avenue Presbyterian Church. Dr. Snyder came to Charlotte two years ago from Utica, N. Y., where he had served as pastor of Westminster Presbyterian Church of that city for 25 years, and resigned on account of his health. He is a lecturer, author, and traveler, having frequently visited Russia and other parts of Europe. His subject was, "The State of Women in Russia."

Mrs. Bizzell welcomed the visitors, and Mrs. I. D. Harvey introduced three new members. The various committee chairmen

(Continued on Page 510)



RALPH E. KIBLER
MORGANTON



C. B. WHITE
HENDERSON



J. F. PICKARD
GREENSBORO



I. L. ZUCKERMAN
GREENSBORO



C. NORMAN SMITH
WASHINGTON, D. C.



J. C. BRANTLEY, JR.
RALEIGH



W. W. JOHNSON
FUQUAY SPRINGS



MALCOLM GOODWIN
APEX



C. H. BEDDINGFIELD
CLAYTON



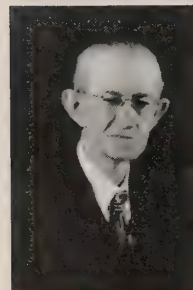
JOSEPH A. CREECH
SELMA



A. G. ELLIOTT, JR.
FUQUAY SPRINGS



L. R. CREECH
OXFORD



J. L. HOWERTON
GREENSBORO



JOSEPH GREENSPAN
ASHEVILLE



WALTER R. WHITE
WARRENTON



FRANK G. BROOKS
SILER CITY

Personalities No. 11

RALPH EMORY KIBLER

Morganton

Born Burke County, N. C., May 27, 1887; an employee of Leslie's Drug Store, Morganton, prior to, during and for one year following graduation from the U. N. C. School of Pharmacy, Class of 1907; from 1908 to 1916 was part owner and manager of K-W-N Pharmacy, Central Drug Company and Saxon Mills Drug Company, all of Spartanburg, S. C.; established Kibler Drug Company, Morganton, in 1916, a business he has operated continuously since that time; mayor and alderman of his city from 1933 to 1947; due to ill health resigned as mayor of Morganton in April, 1947 but reelected mayor, April 1949; member of Burke County Board of Health and has served as Chairman of Morganton School Board; a Rotarian and a Methodist; was recently appointed a member of a special board to consider allocation of highway funds to municipalities.

CLARENCE BERNARD WHITE

Henderson

Born Edenton, N. C., May 3, 1905; a graduate of the U. N. C. Pharmacy School, Class of 1928, and a licensed pharmacist of the same year; a former employee of Miles Pharmacy, Henderson; now operates own pharmacy—Southside Drug Company—in that city; member of NCPA, NARD, and Henderson Lions Club, of which he is a past president; he is a member of P.O.S. of America and a deacon of the Henderson Baptist Church; also past president of Kittrell Baraca Class of his church.

JEFFERSON FRANKLIN PICKARD

Greensboro

Born Greensboro, N. C., September 10, 1922; attended University of North Carolina from which institution he graduated in 1943 with B.S. degree in Pharmacy; practical experience obtained with the New White Oak Drug Store of Greensboro, now pharmacist in charge of the prescription department, Home Drug Store, Greensboro; member of the NCPA, Kappa Psi and the Presbyterian Church; Veteran of World War II, upon discharge was Pharmacists Mate, Second Class.

ISAAC L. ZUCKERMAN

Greensboro

Born September 15, 1893; attended U. N. C. School of Pharmacy and licensed as pharmacist in State in 1910; has had extensive retail experience with Haywood & Boone, B. H. Thomas Drug Store, Carolina Drug Store and Eckers of Durham, and Hutchins West End Drug Store of Winston-Salem; now pharmacist in charge of the prescription department, Mann's O'Henry Drug Store, Greensboro; member of the NCPA, Masonic Lodge 210, Durham, and Beth David Synagogue.

CLAUDE NORMAN SMITH

Washington, D. C.

Born Durham, N. C., January 6, 1889; a graduate of the University of North Carolina School of Pharmacy; licensed as a pharmacist in North Carolina, 1910, and the District of Columbia, 1922; for many years an employee of Whelan's

and the Central Drug Company, both of Washington, D. C.; now associated with the Franklin Drug Company in the Capital City as prescriptionist; member of the NCPA and the American Pharmaceutical Association; a Methodist.

JOHN CALVIN BRANTLEY, JR.

Raleigh

Born Raleigh, N. C., Oct. 7, 1905; attended University of North Carolina, 1924 to 1928, and graduated from Philadelphia College of Pharmacy and Science, 1930, B.S. in Pharmacy; associated with father in operation of Brantley & Son Pharmacy of Raleigh from 1930 to 1948, now an employee of Parker's Drug Store, Henderson; member of NCPA, NARD, A.Ph.A. and Pennsylvania Pharmaceutical Association; Past Master of Raleigh Masonic Lodge No. 500 and Past Vice-President of the N. C. Pharmaceutical Association; member of Kappa Psi, Chi Tau and the Baptist Church; has served on eleven NCPA committees over a period of 15 years; now member of the N. C. Board of Pharmacy.

WOODROW WILSON JOHNSON

Fuquay Springs

Born Kipling, N. C., Sept. 16, 1912; attended LaFayette High School 1924-1929 and entered the U. N. C. Pharmacy School in 1929, graduating from the latter institution in 1934 with B.S. degree in Pharmacy; while at U. N. C. was member of Kappa Psi, made monogram in wrestling and served as student council member from the Pharmacy School; started working for Hales Pharmacy of Spring Hope in 1935 and was licensed as a pharmacist in 1936; worked for Whiteheads Drug Store, Scotland Neck, in 1936, and with Bisette's Drug Store, Greenville, until August, 1937, and on Sept. 16, 1937 (his 25th birthday) opened Johnson's Drug Store, Fuquay Springs, which he operates today; member of NCPA, NARD, A.Ph.A. and Fuquay Springs Lions Club (President in 1948); a member of the Town Board of Commissioners for past 3 years; a Methodist.

MALCOLM GOODWIN

Apex

Born November 14, 1917; graduated from the U. N. C. School of Pharmacy, 1940, with B.S. degree in pharmacy and licensed as pharmacist in State same year; formerly associated with Boom-Isley Drug Company, Raleigh, Liggett's of Charlotte, and McDuffie-Eubanks of Greensboro; now owner of Goodwin's Pharmacy (formerly A. V. Baucum Pharmacy), Apex; member of the NCPA and the Apex Lions Club; a member of the Baptist Church of Apex.

CHARLES HERMAN BEDDINGFIELD

Clayton

Born October 24, 1894; initial drug store experience with Pope and Stallings of Clayton (1910-12), Owen Drug Company, Winston-Salem (1913) and Fulghum Drug Company, Kenly (1914); attended University of North Carolina, 1915-16, and was an employee of the Diamond Hill Pharmacy, Lynchburg, Va. (1916-17);

licensed as pharmacist in State in 1917 after attending Pages School of Pharmacy; in partnership with his brother, E. T. Beddingfield, in operating Beddingfield Bros. Drug Store, Clayton, for many years; is a member of the NCPA, A.Ph.A. and the Clayton Rotary Club (past president and past secretary); a Pythian and member of the Junior Order of A. M.; Chairman of Johnston County Democratic Executive Committee (1932) and member of the Johnston County Board of Health; was Co-Chairman of the Johnston County War Bond Drive in 1944 and is now President of NCPA District 9; member of the Baptist Church.

JOSEPH A. CREECH
Selma

Born Johnston County, July 25, 1910; since 1939 has been associated with Woodward & Creech Drug Company, Selma, of which he is part owner; an associate member of the NCPA and a member of the Selma Lions Club; president of the Selma Lions Club and member of the town board of Selma; a Baptist.

AUGUSTUS GREEN ELLIOTT, JR.
Fuquay Springs

Born Fuquay Springs, N. C., January 29, 1924; attended local schools and the University of North Carolina from which institution he graduated in 1944 with B.S. degree in Pharmacy; licensed as pharmacist in State in 1945 and served in World War II; member of NCPA, NARD, Kappa Alpha and the Masonic Lodge; a Baptist; now associated with his father in the management of Elliott's Pharmacy, Fuquay Springs.

LEONARD RALPH CREECH
Oxford

Born Smithfield, N. C., June 28, 1911; formerly associated with Morris Pharmacy and Hambrick, Austin & Thomas Drug Company, both of Roxboro, and with Woolards of Henderson; a graduate of the U. N. C. School of Pharmacy, 1933, and a licensed pharmacist in the State, 1934; from 1937 to 1946 associated with A. H. A. Williams as partner in operating Williams Drug Company; now operating this same business in partnership with C. R. Wheeler; member of the NCPA, NARD, A.Ph.A. and the Oxford-Lions Club (past president); member of Phi Delta Chi, Masons, Shriner, a member of Board of Stewards of the Methodist Church.

JOHN LANSDELL HOWERTON
Greensboro

Born Durham, N. C., May 5, 1878; attended graded schools and Middleton's Prep School, Durham, N. C.; entered apprenticeship with A. B. Matthews, Durham, under A. H. Michael, for 18 months, then worked under Mr. P. W. Vaughan, Durham, for 18 months; entered School of Pharmacy, Chapel Hill, in Sept., 1899; moved to Greensboro, 1906, to work for Holton Drug Store; attended Page's School of Pharmacy and successfully passed Board of Pharmacy exams at Morehead City on July 8, 1908; joined N. C. Pharmaceutical Association same date; has been associated with various Greensboro drug stores as pharmacist and manager, now associated with College Drug Store, Greensboro; member of Presbyterian Church.

JOSEPH GREENSPAN
Asheville

Born October 10, 1916; a graduate of Brooklyn College of Pharmacy, Class of 1937, with degree of Ph.G.; a former employee of S. Kemp's Pharmacy, New York Blvd., Jamaica, New York; served as a pharmacist in World War II (4 years) and shortly after discharge, settled in Bishopville, South Carolina; licensed by examination in this State, January 15, 1947; member of the NCPA; manager of the prescription department, Goode's Drug Store.

WALTER RODWELL WHITE
Warrenton

Licensed as a pharmacist in the State, 1910, and joined the N. C. Pharmaceutical Association same year; in 1911 Hunter Drug Company of Warrenton was incorporated with Messrs. White, Alpheus Jones and W. A. Burwell as owners, this firm now located in new building opposite old location with White and Jones as sole owners; Hunter Drug Company was originally established by Frank P. Hunter in 1876.

FRANK GIBBONS BROOKS
Siler City

Born January 25, 1900, in Chatham County; initial drug store experience with Joe M. Davidson of Greensboro (June 1, 1917 to Sept. 20, 1920) and with V. B. Elkins of Siler City (August 1, 1915 to January 1, 1917); attended School of Pharmacy, U. N. C., and licensed as pharmacist in State, June 15, 1921; now owner-manager of the Siler City Drug Company; member of the NCPA; at one time was part owner of Brooks & Thomas Drug Store, Asheboro (1931).

WOMEN IN RUSSIA
(Continued from Page 507)

gave interesting reports of their plans for the coming months. Of particular interest was the report of Mrs. Philip Van Every, chairman of the Social Committee, who told us of plans for some parties during the months ahead, that should prove to be beneficial to the club, as well as entertaining. Several worthy projects were discussed, which the Club hopes to be able to undertake later on.

The president expressed appreciation to Mrs. J. E. Allen and Mrs. W. K. Gardner for their flower arrangements donated for the meeting.

Door prizes were won by Mrs. William Van Every, Mrs. H. G. Blackmon, Mrs. W. K. Gardner and Mrs. Bob White. Forty-two members were present.

Mountain Myth

Mr. and Mrs. Clyde Eubanks of Chapel Hill recently traveled over part of the Sky-line Drive between Mount Airy and Boone. It was their first visit to the section. They marveled at the magnificent scenery, peered at the distant mountain peaks, and cautiously walked along parts of the roadbed, some of which has been built at an elevation of 4000 feet.

At various points along the Drive, Mr. Eubanks glimpsed small cabins far, far below with no apparent outlet to the paved roads so familiar to him. Here and there he saw a patch of corn on the mountain side and wondered what manner of critter could be induced to pull a plow in such a spot.

All of which put Mr. Eubanks to inquiring about the natives . . . how they get in and out of such inaccessible spots. At one overlook, Mr. Eubanks got out of the car, went over to the protecting rock wall, and looked downward some thousand feet or more where he saw a farmer standing beside his white mule. Cupping his hands to his mouth, he called, "How do you get out of there?" Quickly came a reply from the farmer, "Don't know. I was born here."

Strictly for Salesmen

A supersalesman was hunting one Sunday morning out in the woods and went down to a nearby spring with his gun and a water pail to get water with which to make his coffee. Upon straightening up from the spring he found himself face to face with a very vicious looking bear. Dropping the pail but still hanging on to his rifle, he cleared a nearby fence in one bound to find himself confronted by an enraged bull. Being a supersalesman, however, he turned and fired his one cartridge through the fence, killing the bear. He knew that he could shoot the bull any time.

"Rock Side"

Octavus Griffin of The Griffin Drug Company, Roanoke Rapids, sent us a note which amused him and his employees. Boldly scratched on a piece of paper were two words "Rock Side," and, as you have perhaps guessed, the customer wanted a bottle of Hydrogen Peroxide.

HOWELL HALL

(Continued from Page 503)

at the end of summer school, the fraternity is going strong.

The rooms in our house on Fetzner Lane have been redecorated by members of the chapter, and through the generosity of Bill McDonald of Hickory, an alumnus of the fraternity, we now have a brand new complete set of china for our kitchen. Incidentally, our kitchen will be serving two full meals a day this year.

Among the alumni who returned for the football games this Fall were Steve Pappas, Charlotte; W. W. Jordan, Henderson; H. Grady Thomas, Sanford; Robert B. Hall, Mocksville; Harley Benson, Robbins; and Buddy Brinkley, Winston-Salem.

The Chapter entertained the upperclassmen of the Pharmacy School Monday, October 3rd with a smoker. Cokes and cigarettes were enjoyed by all, along with the songs rendered by Teamie West and the "Golden Voiced Four."

The Chapter is looking forward to the coming year as one of the best in its history.

POWERS-TAYLOR DRUG COMPANY

Richmond, Va.



Wholesale Druggists

Importers & Jobbers

Druggists' Sundries & Fancy Goods



We solicit your orders

Our experience of over 70 years

insures our ability to serve you
satisfactorily



BODEKER

Wholesale Drugs
Since 1846

IT'S DECEMBER AT BODEKER'S . . .

The Christmas gifts which will be on the drug store counters in December now are on display in Bodeker's *air-conditioned* display room. Here are scores of handpicked holiday items which will make your Christmas line unusually attractive this year. Included are General Electric small appliances—automatic irons, mixers, coffee-makers, toasters, roasters—and the new miracle Tynar miniature camera soon to be featured in national magazines. Come in and make your selections now. It's December at Bodeker's; it soon will be at your place, too!

The Bodeker Drug Co.

1408-1420 EAST MAIN STREET, RICHMOND 13, VIRGINIA

"Ask your friend from Bodeker"

IT ALL ADDS UP!

*"Buy
MILES Products
in Maximum
Quantities
and Get
Top Discounts"
-The Miles Man*



ALKA-SELTZER

Always have plenty of Alka-Seltzer on hand. Alka-Seltzer is one of the fastest selling products in drugstores today. To this, add a supply of...



ONE-A-DAY (brand) VITAMINS

The most widely advertised brand of vitamins. Then complete your order with...



MILES NERVINE (liquid or tablets)

It all adds up to that \$100 quantity discount...



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It Costs You Only \$83.30

Which Means **EXTRA PROFITS** for YOU

- WATCH FOR THE ALKA-SELTZER **FIRST AID** ADVERTISING CAMPAIGN IN NATIONAL MAGAZINES AND ON THE RADIO... IT'S **FIRST AID** FOR DRUGSTORE SALES!

MILES LABORATORIES, INC., Elkhart, Ind. Partners of the retail druggist for over 60 years



50 Years

Working together for the past half century, the retail druggist, the manufacturer, and we, the wholesaler have joined hands with the people of this vast area of the South to pioneer the growth of pharmacy as we know it today.

This, the new South, is the modern frontier of the nation. Rich in resources and in the heritage of its people, we may well look forward toward an era of economic growth, greater in scope and richer in rewards than we have experienced throughout the past fifty years.

Let us not rest on our laurels, but strive to consolidate and extend the role of pharmacy as the cornerstone of each neighborhood and community that go to make up this new area of the future.

W. H. King Drug Company

Wholesale Druggists

Raleigh, North Carolina

"The House of Friendly and Dependable Service"

The Carolina **JOURNAL OF PHARMACY**

Published Monthly by the North Carolina Pharmaceutical
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YEAR BOOK



Proceedings of the 69th Annual Convention of the
N. C. Pharmaceutical Association and the 68th
Annual Report of the N. C. Board of Pharmacy

Nov., 1949

XXX Number 11

confidence

Serving the nation today
are some fifty thousand retail pharmacies,
each of which is prepared to compound and dispense
any or all of a multitude of proved therapeutic agents
which the physician may prescribe.

No finer, more competent,
or more economically sound method of drug distribution
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Through the years, an integral part of Lilly activities
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Lilly Products are unsurpassed in quality.

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increasingly better cough control

**Increasingly, pharmacists
are asked to fill prescriptions for**

Increasingly, physicians prefer this distinctive preparation, which combines Benadryl Hydrochloride (10 mg. per teaspoonful) with other *non-narcotic* remedial agents to provide

1. safe and effective control of cough (whether due to allergy or common cold); and also
2. prompt relief of associated discomfort and distress

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Trade Mark

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Benylin Expectorant relieves the irritated mucosa of the upper respiratory tract and aids in the liquefaction and removal of mucous secretions. Its antispasmodic and decongestant actions relax the bronchial tree and reduce bronchial congestion, nasal stuffiness, sneezing and lacrimation. Increasingly, patients comment on the effectiveness of BENYLIN EXPECTORANT and on its pleasant, mildly tart flavor.

Benylin Expectorant contains in each fluid ounce:

Benadryl Hydrochloride	80 mg.
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Ammonium Chloride	12 gr.
Sodium Citrate	5 gr.
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Menthol	1/10 gr.

Benylin Expectorant is supplied in 16 ounce and gallon bottles. BENYLIN EXPECTORANT fills a practical need in medical practice and is therefore a practical preparation for the pharmacist to stock in ample supply against prescription demands.

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More Popular Than Ever!



FROM THE LOVERS of yesterday the lovers of today have inherited the Old Southern Custom of giving Nunnally's. And they are using Nunnally's Box Bountiful more and more as a symbol of affection. Why not give that lovely lady a thrill with a box of Nunnally's today?



GIVE
Nunnally's
THE CANDY OF THE SOUTH

The Salesman

W. W. Morton, President of the Traveling Men's Auxiliary, was impressed by a brief explanation of a salesman's way of life as seen through the eyes of Dr. Earl J. King. Here is Dr. King's vivid description of

THE SALESMAN

He's Quite a Guy!

It has been said that salesmen are a big problem to their bosses, their wives, to conservative credit managers, to hotels, and sometimes to each other.

They live in hotels, on trains, in automobiles, on busses, and in cabs. They eat all kinds of food, drink all kinds of liquids—good and bad; and sleep before, during, and after business.

In many ways they are a tribute unto themselves. They draw and spend more money with less effort and get smaller value out of it than any other civilized group in business. They come at the most inopportune time, under the slightest pretext, stay longer under more opposition, ask more personal questions, make more comments, put up with more inconveniences and take more for granted under greater resistance than any other group or body.

They make more noise and mistakes, correct more errors, adjust more differences, cause more divorces, explain more discrepancies, bear more grievances, pacify more belligerents, and lose more time under high pressure (without losing their temper) than any class we know, including ministers.

They introduce more new goods, dispose of more old goods, load more freight cars, unload more ships, build more factories, start more new businesses, and write more debits and credits on our ledgers than any other group in America.

And when buyers find themselves in a tight spot they usually pick out, from among their salesman friends, one of several in whom they repose complete confidence for counsel and advice. And they get it clean and straight.

It's the Law

A piece of paper under the windshield wiper of a brand new convertible parked in a street read: "Physician—am inside attending to business."

Below, very neatly written, was this comment: "Policeman—I'm outside attending to business" and on the door was a parking ticket.

POWERS-TAYLOR DRUG COMPANY

Richmond, Va.



Wholesale Druggists

Importers & Jobbers

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We solicit your orders

Our experience of over 70 years
insures our ability to serve you
satisfactorily

"THE SEAL OF SATISFACTION"



FOR PROFIT'S SAKE

Serve **GIBSONS**
ICE CREAM



New SQUIBB Specialties...

Crysticillin 'Suspension'

ready-to-inject, aqueous procaine penicillin.

The most convenient form of injectable penicillin, Crysticillin 'Suspension', 300,000 units, is supplied in the convenient B-D double-cell cartridge with disposable syringe. *At room temperature it is stable for one year, with no refrigeration necessary.*



Terfonyl

—For Safe Sulfonamide Therapy triple sulfonamide
—sulfadiazine, sulfamerazine, sulfamethazine.

Absorption is maximal, and the possibility of sensitization or crystalluria is minimized. It is usually unnecessary to alkalinize the urine, but fluid intake should be adequate.

Terfonyl Tablets, 0.5 Gm., bottles of 100 and 1000.
Terfonyl Suspension, 0.5 Gm. per 5 cc., pint bottles.



Theragran

*the new name for Therapeutic Formula
Vitamin Capsules Squibb.*

The name THERAGRAN has been added to distinguish Therapeutic Formula Squibb from preparations which do not provide fully therapeutic dosages or which contain vitamins not known to be essential in human nutrition. The formula has not been changed. For ready identification, THERAGRAN is supplied in red capsules, encircled with twin black bands.

Bottles of 30, 100 and 1,000.



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NEW YORK

"CYSTICILLIN", "TERFONYL" AND "THERAGRAN" ARE TRADEMARKS OF E. R. SQUIBB & SONS;
"B-D" IS A TRADEMARK OF BECTON-DICKINSON & CO.

SPECIFIC THERAPY SPECIFIC POTENCY

For oral anti-anemia therapy, more and more physicians specify "Valentine" liver products. Each 45 cc. of

Liquid EXTRACT of LIVER "VALENTINE" (U.S.P.)

represents 1 U.S.P. Oral Unit containing the important Cohn-Minot and Whipple fractions, as well as over twice M.D.R. riboflavin per fluidounce. In 8 fl. oz. bottles.

For intramuscular use, specify

LIVER INJECTION CRUDE U.S.P. "VALENTINE"

(1 U.S.P. Injectable Unit per cc.) In 10 cc. vials

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Since 1871



EVERFRESH MAGNESIA

The Name at the Top—It's EVERFRESH



Cases 2-doz. \$1.62
thru your Jobber

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Name among qual-
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Assures
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"The swing is def-
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brands the public
knows."

Fair Trade Price
25c

The McCambridge & McCambridge Co.
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Information gladly supplied

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Robert R. Bellamy & Son

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Peanut Butter
Sandwiches
Peanuts
Candies
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Bakery Products

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Effective Until Further Notice

TINA-CIDE

35c Size—(List \$2.40)

1 Dozen—1/12 dozen BONUS from Wholesaler

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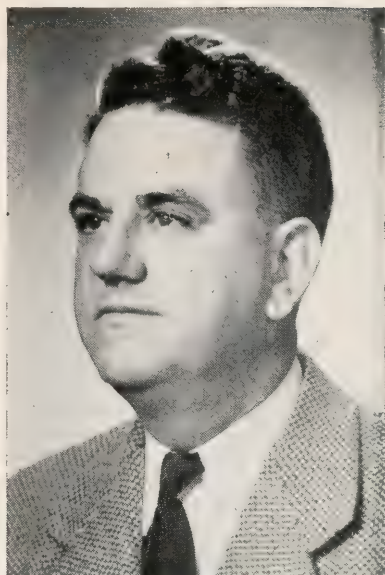
1 Dozen—
1/6 dozen
BONUS from
Wholesaler

TINA-CIDE

69c Size—
(List \$4.80)



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"IT'S FAMOUS

because

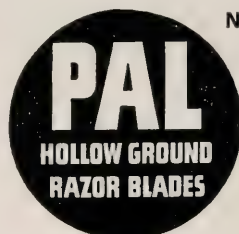
IT'S GOOD"



**WE
GIVE
THANKS . . .**

to all you wonderful druggists who've helped make such a success of Pal's sensational new Hollow Ground Injector Blades—the best made. And what a job you've done with Pal Zipaks, the new dispensers that pop out Pal Double and Single Edge Blades . . . double-quick! Happy Thanksgiving!

"Pal's the Blade It Pays to Push"



NEW INJECTOR,

**DOUBLE
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EDGE**

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For Over Fifty Years

CAPUDINE

The Liquid Headache Relief

has been promoted to the people of North Carolina for sale through Drug Stores only. Millions of bottles have been sold in the state without a complaint from a consumer. In the achievement of this splendid record we give a large measure of credit to the druggists of North Carolina for their splendid professional co-operation.

"A Good Product

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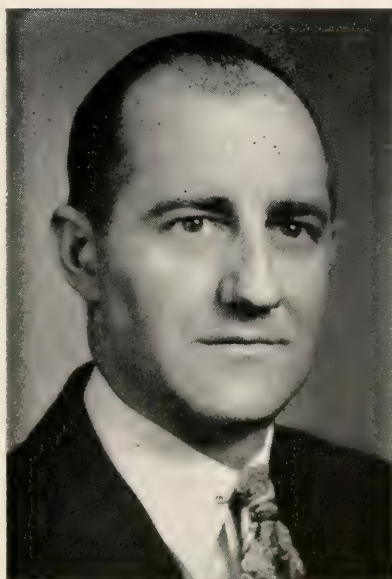
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in the drug business.

Facilities are available to you at Owens & Minor at
all times for any assistance we can render.

WE ARE AT YOUR SERVICE



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Drug Company**

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The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
AT CHAPEL HILL, N. C.

W. J. SMITH, MANAGING EDITOR

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NOVEMBER, 1949

No. 11

Proceedings

of the

Sixty-Ninth Annual Convention

of the

North Carolina Pharmaceutical Association

and its

Affiliated Auxiliaries

held at

Durham, North Carolina

May 3, 4, 5, 1949

EDITED BY W. J. SMITH

FIRST SESSION

Promptly at 7:30 P.M., May 3, 1949, in the ballroom of the Washington Duke Hotel, Durham, the Sixty-Ninth Annual Convention of the North Carolina Pharmaceutical Association and its Affiliated Auxiliaries convened. The NCPA was called to order by its president, T. J. Ham, Jr.; the Sixteenth convention of the Reorganized Woman's Auxiliary was called to order by its president, Mrs. M. L. Jacobs; the Thirty-Fifth Convention of the Traveling Men's Auxiliary was called to order by its president, C. E. Davis.

The invocation was given by the Reverend Robert E. Brown, Pastor of the Duke Memorial Church of Durham.

J. R. Casteel, Local Secretary, introduced Bascom Baynes of the Durham Chamber of Commerce, who welcomed the guests attending the convention. R. N. Watson of Sanford, responded in a most gracious manner.

Mrs. Ralph P. Rogers, Chairman of the ladies' committees, welcomed the ladies in attendance. To this Mrs. Stephen Forrest of Greensboro responded.

Mrs. T. M. Ward of Angier added much to the enjoyment of the evening with her singing of two numbers.

The "Rite of the Roses," a memorial service honoring the members who had died since the preceding convention, was held. Mr. Gilliam paid honor to those who have passed on in well-chosen words of tribute. As he then called each name of a deceased member, a rose bud was placed in a vase at the speaker's stand. Those honored in the ceremony were: Aaron T. Sallings, Wilmington; R. M. Rimmer, Franklin; Walter T. Airheart, Concord; Reece C. Harville, Gastonia; John Denby Hall, Scotland Neck; Fitz L. Smith, Brevard; Charles M. Williamson, Concord; L. R. Wilson, Lowell; William Brown Wilson, Hendersonville; George Edward Raneke, Lumberton.

Participating in placing the roses in the vase were Mesdames J. C. Jackson, H. C. Starling, W. R. Adams, J. T. Usher, E. C. Daniel, T. J. Ham, Jr., W. B. Morgan, J. P. Gamble, W. A. Ward, and W. B. Gurley. The vase of red roses was used throughout the convention at the speaker's desk.

The joint session of the convention was then adjourned, and the first session of the North Carolina Pharmaceutical Association convened. The guest speaker for the evening, John A. MacCartney, Manager of Trade Relations, Parke, Davis & Company, was introduced by J. C. Jackson. He spoke on "Your Inter-Professional Relations." This talk appeared in its entirety in the October issue of THE CAROLINA JOURNAL OF PHARMACY.

The next feature of the program was a humorous talk by "Coach Bob Fumble of Siwash College." At the conclusion of the feature, his identity was revealed by Secretary W. J. Smith as Warren Foster of the Coca-Cola Company.

The Local Secretary, J. R. Casteel, made pertinent announcements, and W. J. Smith read communications at this time. W. R. McDonald, Jr. was then asked to conduct a drawing for a bedroom suit. When the lucky winner had been acclaimed—John C. Hood—it was found that the bedroom suit was a suit of loudly striped pajamas. After presenting a consolation prize to Mr. Hood, the first session of the convention was adjourned.

SECOND SESSION

The second session of the convention was called to order at 9:30 a.m., May 4th, following a half-hour of Sunrise Serenade.

Since the President's Address was the first feature of the program, Vice-President Jackson occupied the chair while the report was read.

President's Address

Mr. President-Elect, Members of the N. C. Pharmaceutical Association, Ladies and Gentlemen:

It has been the custom for the outgoing president to make his final remarks sometime during the convention program. It so happens that Secretary Smith assigned me to this particular spot, so if your patience is exhausted before the conclusion of this address, direct your comments to W. J.

In view of the outstanding speakers appearing on the program today, I feel about as unnecessary as our good friend, Bill Gurley of Windsor must have felt one day last fall. On this particular day Bill was driving along the highway admiring the spectacular array of Fall colors. Little did he dream of what lay ahead of him a few miles.

At that very moment two young chaps were

riding along on a motorcycle. The chap riding in front complained of the cold wind. "Just put your jacket on backwards," advised his companion, "Zip it down the back and you'll get a lot of extra warmth." The fellow in front took the tip and everything was fine—for a minute, that is. The motorcycle was approaching a railroad crossing—so was a train. The boys decided they could beat the train; the race was on; and the inevitable happened—it ended in a tie.

A few minutes later Bill drove up, the first to reach the scene of the accident. He rushed up to do what he could, then went to call the police. When the ambulance arrived, both accident victims were lying inert. "What happened?" Bill was asked. "It was very odd," he replied, "When I got here one of the fellows was beyond help, but the other one was up walking around. He acted perfectly all right, but by the time I got his head turned around, he was deadlier than a mackerel."

Well, necessary or not, I have a few comments which I want to make and a suggestion or two about the future of the Association and our profession in general.

First, I would like to compliment you on your financial support of the Association. By reason of your prompt payment of dues, the Association is in a healthy condition. For the first time in years ample funds are on hand to finance activities of direct interest and help to you.

While you have been most generous with your financial support, some of you could do more by way of committee work and all through constructive criticism of the work being done, as this affords us an effective measuring device for determining how well we are doing our job, and more important, how best to improve it.

When you have ideas you feel will contribute to the advance of Pharmacy in North Carolina, pass them along to your president, to Secretary Smith or to some member of the Executive Committee. If you will match your dollars with ideas, then the continued success of the N. C. P. A. is assured.

It has been exceedingly pleasant to note the advances being made throughout the State by member stores of this Association. In all sections of the State major improvements have been made in the physical equipment of our pharmacies. Many of them now compare with the best in the country and are a credit to their owners, their communities and their profession.

An efficiently arranged pharmacy staffed by competent personnel will prove to be a decided economic asset come what may in the future. In the fulfillment of this you may count on the Association's cooperation and support through its training programs, some of long standing; others to be inaugurated from time to time.

During the war period, when much of our usual front merchandise was in short supply, increased emphasis was directed to our prescription departments. As a result the volume of business done in this department, which has been rightfully termed "the heart of the pharmacy," has steadily increased until today the average North Carolina pharmacy grosses from prescriptions

about twice what is being done in other sections of the country.

Approximately 13 million prescriptions were filled in the licensed pharmacies of North Carolina last year. While there is some evidence that business in general is off from the peak war years, the volume on health items, including prescription medication and related items, is still on the upgrade.

Although we should not neglect the departments normally suited to merchandising, our best chance of survival in the years ahead rest with the prescription department, which is the one department that sets our pharmacies apart from the other businesses in our communities, and which best lends itself to the exercise of our professional talents.

Your economic security and professional status can be deep rooted and made more secure by expanding the purely health phases of your pharmacy. If your pharmacy is not now handling an average of 45 new and refill prescriptions a day—the State average—a critical survey of your pharmacy is in order. Perhaps the analysis, if one is made, will reveal to you what steps to take in order to bring this particular part of your business up to par.

A conflict between the forces favoring socialized medicine and those opposing it is imminent. You, as a professional man, closely allied with the medical profession, are doubtless aware of the threats to the practice of pharmacy inherent in any plan of government medicine.

As we see it, government medicine is not the American way of dealing with the problem of adequate medical care for our people. Rather the problem should be solved within the framework of existing medical agencies, who have been responsible for the development of the highest degree of medical care of any country in the world.

Since Pharmacy will have a vital stake in whatever plan is developed in the future to extend medical care, we view with alarm and considerable apprehension the failure of medical groups to include representatives of our profession on their planning boards that are directly concerned with this problem.

The solution to the problem of extended medical care does not rest in Washington, but rather with each individual state. Here in North Carolina wonderful progress has been made within recent years by the North Carolina Medical Care Commission in stimulating activity along many fronts—in the erection of needed hospitals, in the training of personnel needed to staff those hospitals and in other phases of public health work.

In this connection, it should be noted that one of our own members, Mr. Paul B. Bissette of Wilson, is a member of the Medical Care Commission and has had a part in planning its program.

Government medicine, frequently termed "socialized medicine," is one of the most important problems to confront our profession at this time. How well we meet it will determine the course of our profession for years to come. As we ponder this problem let us keep in mind that Nikolai Lenin, godless saint of world Communism, said: "Social-

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ized medicine is the keystone to the arch of the Socialist state."

Later in our program you will hear a discussion of Fair Trade by the Chairman of the Fair Trade Committee, Mr. W. A. Ward of Swannanoa. While it is not appropriate for me to go into a lengthy discussion of this vitally important subject at this time, I do want to emphasize the urgency of the situation in which we find ourselves.

Of late the enemies of Fair Trade have been active on many fronts. In late 1948 and early this year several magazines of national importance have published articles unfavorable to Fair Trade. Reaction to the articles was reflected by the introduction of repeal bills in various state assemblies.

Now comes word from Florida that the Supreme Court in that State handed down a decision on April 5th, which declared the Florida Fair Trade Act unconstitutional. Then, by way of climaxing the trend, a bill has been introduced in Congress to repeal the Miller-Tydings Act.

This unfavorable turn of events points up the necessity for increased attention to Fair Trade if we are to retain this legislation. A three-year educational program to protect the present and future of Fair Trade in the drug industry has been launched through a new Bureau of Education on Fair Trade, established under the auspices of the National Association of Retail Druggists. Once this educational program gets underway, you will be called upon to participate, and I know you will work wholeheartedly in furthering the program.

The Association's public relations program continues its way, although not on as extensive a scale as a few years ago when approximately \$400 a month was spent on this one activity.

The Association has a part-time publicity agent who works with Secretary Smith. Perhaps you recall some evidences of their work as recorded by the newspapers of the State in the publicity given to the B. Frank Page Testimonial Dinner, The Clyde Eubanks Mortar & Pestle Award, The Research Foundation pictorial story, which, incidentally, was carried by every major paper in North Carolina as well as several in Virginia, and other events which the Association has been interested in during the past twelve months.

The Association's Speakers' Bureau, which is one phase of our public relations program, has been functioning smoothly and has been responsible for carrying our messages to various civic clubs of the State. At this point I would like to express our grateful appreciation to the members of the Speakers' Bureau, many of whom have traveled long distances to fill engagements.

For the past several years Parke, Davis & Company has invested thousands of dollars in advertising pharmacy and pharmacists through the pages of the *Saturday Evening Post*. These full page ads, which have been wonderfully illustrated, have reflected credit on the entire drug profession, including the sponsor.

In order to extend the scope of these messages, our Association has obtained permission to reproduce the ads in the newspapers of the State.

The entire series—about 32 ads—have been reproduced and will be made available in the form of suitable electros. An announcement will soon be released listing the procedure to follow in obtaining these extraordinarily fine professional ads.

One major activity of our Association—the Institute of Pharmacy project—should be completed as quickly as possible. As Chairman of the Building Committee, it is my intention to step up the campaign to raise the necessary funds this year.

Secretary Smith has informed me that none of the five possible and desired building sites are available. In most cases the owners of desirable building sites in Chapel Hill are holding out for higher prices in the belief that the construction of the 400-bed hospital authorized by the State will give a boost to real estate values in Chapel Hill. Despite the difficulty encountered in purchasing a site for the Institute building, and the slackening interest in the fund campaign, we have reached a point where the project can be discussed in more positive terms.

Institute funds on hand total approximately \$32,000. While this is inadequate to do the job completely, it is ample to take care of initial costs. Those of us who are familiar with the details of the program feel that the necessary funds for equipping the building will be forthcoming once actual construction is underway.

At the next annual meeting of this Association, it is my confident hope that the completion of the Institute will have become a reality and that I will have the opportunity of personally thanking each of you for the part you played in bringing the building into existence.

It is particularly significant that the American Council on Pharmaceutical Education has announced that, not later than 1952, all colleges of pharmacy will be required to include a department to be known as "Pharmacy Administration." This department will concern itself with such subjects as accounting, display, advertising, store management—all essential in the operation of the modern day pharmacy.

We commend the Council for its foresight. Although our primary concern is with the professional qualifications of our pharmacists, we cannot neglect the business side of pharmacy, for to do so, in most instances, would be equivalent to committing business suicide.

At this point I would like to direct your attention for a few moments to the School of Pharmacy at Chapel Hill, and especially to the excellent job Dean Jacobs and the faculty of the School are and have been doing.

The School has an enrollment of 225 students and in June will graduate the largest number of students since it was organized more than 50 years ago. The 70 fourth-year class members, who will complete their work in June, will help to meet partially the need of additional pharmacists in the State, and will be most welcome in our ranks.

We are proud of the Students' Branch of the Association, which was organized and has been functioning in Chapel Hill for twelve years. Many of the Student Branch members are here with us today and, we hope, will continue to meet with us as regular members in the years ahead.

Although the Advisory Budget Commission failed to include a new pharmacy building in its budget recommendations to The General Assembly, we have definite commitments from responsible authorities at the University that this building will receive high priority two years hence. In the meantime, I feel certain the faculty of the School of Pharmacy can count on this Association's continued support of the various projects that the School initiates from time to time.

It would be highly desirable, in my opinion, for the faculty of the School of Pharmacy to offer a series of professional training courses at strategic locations throughout the State. All of us are aware of the rapid progress being made in the field of antibiotics and chemotherapeutics agents—advances which, in the past decade, have made our older textbooks practically worthless.

We presume the faculty could work out a series of lectures and schedule them so as to not interfere with the teaching routine at Chapel Hill. Such a lecture program would do much to enhance the prestige of pharmacy and would contribute immeasurably to the general elevation of our knowledge of the latest in medical therapeutics.

The Pharmaceutical Research Foundation, which was established three years ago, has made wonderful progress under the able direction of its president, Mr. Roger A. McDuffie of Greensboro, its secretary, Professor E. A. Brecht of Chapel Hill, and the directors of the Foundation.

Secretary Brecht will present a formal report later in the program, but I would like to call attention to the Foundation and urge our members to continue to support it.

Before concluding this address, I want to express my thanks to the members of the executive committee for their wonderful cooperation throughout my tenure of office, and to the various committees that are such a vital part in the functioning of the N. C. P. A.

Our two affiliated auxiliaries—The Woman's Auxiliary and The Traveling Men's Auxiliary—now have a total membership in excess of 750, which is believed to be the largest membership of its type in the country. Both groups are of great assistance to our Association, not only at convention time, but throughout the year as they carry the message of organized pharmacy to every nook and cranny of the State.

Then, too, both organizations have beneficial programs of their own. The Woman's Auxiliary, for instance, has established a loan fund at the University to aid one or more needy pharmacy students. This fund now amounts to better than \$5,000 and is steadily being enlarged.

To those of you who have labored so diligently to effectuate the Association's program, I express my gratitude. Our incoming president, Mr. J. C. Jackson of Lumberton, has the assurance of my complete cooperation in the various programs he will undertake during the coming year. It will be a pleasure to work with him and the other members of the executive committee.

It has been a most pleasant experience serving as president of the Association. I leave the office with increased respect for the profession and

for those of you who help to make the N. C. Pharmaceutical Association the progressive organization it is today.

At the conclusion of President Ham's address, Vice-President Jackson appointed the Committee on the President's Address as follows: W. A. Ward, Chairman, W. L. West, and W. B. Gurley. During the last session of the convention they rendered the following report, which was adopted as read.

Report of the Committee on the President's Address

Mr. Chairman, Members of the North Carolina Pharmaceutical Association, Ladies and Gentlemen:

The Committee on the President's Address met, and after consideration of President Ham's report, wish to commend him on a very fine year's leadership. The Association has grown and prospered under his administration and we owe him a vote of thanks for his efforts in behalf of our organization.

Respectfully submitted,

W. A. WARD, *Chairman*

W. L. WEST

W. B. GURLEY

After the appointment of the above committee, President Ham resumed the chair and asked P. A. Hayes to introduce the next speaker, E. Allen Newcomb, Secretary of the National Wholesale Druggists' Association, who spoke on "Plans for Progress."

Mr. Newcomb, in discussing "Plans for Progress" said, in part:

"There is one fundamental job which management in the distribution field has for years failed in, and that is the job of knowing costs. In the production field the science of cost account has become just exactly that—a science. There is hardly a successful manufacturer who cannot tell you within the fraction of a penny what his costs are on any process or on any product or on any part of the product. In the field of distribution this is not so. For one reason, it is not as simple to do an effective cost accounting job. Yet, how can we know where we are making a profit, where we are losing, unless we know what our costs actually are.

For some twenty odd years the National Wholesale Druggists' Association has been endeavoring to develop a method of studying our operating costs and further to develop the procedure for determining handling costs on different types of commodities. We have one assumption which we think is sound and with which we think you will agree, and that is that it does not cost the same to handle every single transaction which we make. Certainly we know what our average overhead is,

but that does not necessarily mean that every sales transaction we make must yield us a margin of more than our average overhead if we are to make a profit on that transaction.

"We know that our costs of handling commodities vary by reason of several factors, some of which are as follows: the average unit of sale or line extension; the fact that the sale is made in original shipping case or in broken case lots; the bulkiness of the item in relation to its value; the rate of stock turnover; any special characteristics, such as the need for refrigeration or for special record keeping required by law or by the manufacturer of the product, or the need for special care and handling, and finally the rate of commission paid to the salesman.

"Until such time as we actually have the facts at hand to show us where we are making a profit and where we are breaking even and where we are losing money; or, to put it differently, until such time as we have the facts to demonstrate to us where we should be putting greater sales emphasis, where we should be devoting more display space, where we should eliminate lines or add lines—until that time all of us are going to be just groping in the dark.

"The drug industry is one industry. There is and should be no separation of interests as between manufacturers, wholesalers or retailers. The drug industry has always been, and will continue to be, an honest one, devoted to the health and welfare of the 150,000,000 people in the United States. It is a business we should be proud to be in—it is a business of rendering service. All of us in our public statements—in our trade relations—should bear this thing in mind."

W. G. Dudley, Jr., of Reidsville, was introduced at this time, and told of his experiences as a retail pharmacist at Reidsville, where he operates the Carolina Apothecary. Mr. Dudley told of his policy of stocking only health items and baby supplies. The store maintains a good library, a filing system for ready reference, in order to keep informed on new products, etc. At the conclusion of his informal talk, there were numerous questions from the audience, to which he responded very graciously, and in a well-informed manner.

C. E. Davis, president of the Traveling Men's Auxiliary, was recognized, and brought greetings from his auxiliary.

Alfred N. Martin of Roanoke Rapids, Chairman of the Legislative Committee, introduced F. O. Bowman, who reported on the 1949 General Assembly and its Effect Upon Pharmacy. Since this report was published in the June issue of THE CAROLINA JOURNAL OF PHARMACY, it is omitted here.

Dean M. L. Jacobs of the School of Pharmacy addressed the convention.

Some Problems in Pharmaceutical Education

M. L. JACOBS, *Dean*

U. N. C. School of Pharmacy

I have been requested to appear on the program again this year and discuss briefly some of the activities of the School of Pharmacy. This I am glad to do because the School is aware of the keen interest all North Carolina pharmacists have in the institution and of their willingness to come to its support when circumstances demand such aid and they are invited to do so.

The School of Pharmacy has recently passed over the threshold of a new day and entered into a new era. I say this because the teaching staff has approximately been doubled in recent years and we are now able to do a better job of educating pharmacists than has been possible in the past. The program of study in the School has also been strengthened and expanded both at the undergraduate and graduate levels.

CURRICULA

When compared with pharmaceutical curricula in similar institutions I think it can be fairly said that our undergraduate curriculum is at least the equal of those in the better institutions throughout the country. The building of a pharmaceutical curriculum is a never ending evolutionary process and many factors enter into its making, not the least of which is the sound judgment that comes from long experience on the part of those charged with the responsibility. As all of you know, the degree awarded in pharmacy is that of Bachelor of Science in Pharmacy and the course of study is of four years' duration—the same length of time as that required to earn the Bachelor of Science or any other baccalaureate degree.

Most of you, I am sure, are familiar with the Pharmaceutical Survey recently conducted under the sponsorship of Dr. Edward C. Elliott. It is not my purpose to review the complete findings of the Survey here, but only to direct your attention to this important study in so far as it pertains to certain aspects of the pharmaceutical curriculum. With your permission I should like to read two short sections of the report in order to emphasize a problem in pharmaceutical education that will need to be given serious consideration in the fairly near future. The first of these sections is presented under the title, "Movement to Lengthen the Programs," and the second appears under the caption, "A Six-Year Program:

"The limitations of the present four-year programs become all too apparent from the point of view of completely preparing men and women for the profession, especially when considered in the light of the objectives that should be attained. A four-year program cannot provide the required scientific and professional training and also provide time for an appreciable amount of general education. There is some complaint at present that the attempt to make the combination within the four-year period overloads the students and produces too many failures. The present program

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Rx Counters

Wall Panels

Wood Booths

Formica Counters

Wood Panel Counters



Cigar Cases

Cosmetic Cases

Cosmetic Bars

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lacks the flexibility essential to a plan that is well adapted to the individual interests and needs of students. The four-year program beyond the secondary school does not warrant conferring a professional doctor's degree upon the graduates.

"The recognized weaknesses and shortcomings of the four-year programs have brought forth proposals for change. Some of these proposals represent little more than efforts at tinkering. One hears reference to cutting out the "Dead wood," but those who proclaim that such exists are all too often unable to obtain agreement thereon. It should be recognized that the mere elimination of material can at best result in only a partial adaptation of an educational program to new conditions and ideals. Knowledge continues to increase, and new ideals of professional service evolve. A positive and constructive attitude is required to deal with a dynamic situation such as that represented in a program of education and training.

"Many pharmacists and educators have in recent years put forth and discussed proposals to lengthen the period of pharmaceutical education and training. Most of the proposals have been for five-year programs. The principal reasons advanced for such programs are that the total amount of general and scientific knowledge to be acquired is too extensive to be mastered by the student in four years, and that the longer program would tend to bring a more capable group into the profession, and that it would give the pharmacist a more satisfying status among the members of the other health professions.

"During April 1948 the Survey took a poll of the deans of the schools of pharmacy on the question of the length of program which they thought should be employed generally in the United States in the near future. A total of 54 replies was received: 28 favored a four-year program; the others favored longer programs. No replies were received from 11 schools. The reasons given by the proponents of the different programs reflect widely divergent views concerning pharmacy and pharmaceutical education.

"A few schools of pharmacy have adopted five-year programs, and others are seriously considering such a plan. While a five-year program would overcome some of the limitations of the present arrangement, it would leave much to be desired. The addition of one year would provide some opportunity for general education on the college level, but only a limited amount. Furthermore, an institution of higher education would scarcely be warranted in conferring a professional degree, particularly a doctor's degree, for the completion of a five-year program.

"A six-year program for pharmaceutical education and training, consisting of two years of general education and basic science training in a college of arts and sciences and four years of professional education in a school of pharmacy, would have much merit. It would overcome the deficiencies indicated previously for shorter programs, and it would provide adequate training for the profession of pharmacy. Moreover, it would provide enlarged opportunity for the diversification of training which the profession needs.

"A six-year program is in accordance with trends in American education. Education for nearly all the health professions except nursing now requires this amount of time. As was pointed out earlier, there is a tendency to prolong the period of general education through fourteen years of schooling, that is, through the community college or the sophomore year of the four-year college of arts and sciences. Professional education adapts itself to this tendency by beginning the specialized training at or after the fifteenth year of schooling.

"A six-year program would provide ample time for a student to secure the desired education in the foundational and cultural subjects; it would provide sufficient time for teaching the pharmacy and allied courses in their proper sequence; it would provide the flexibility necessary to meet the individual professional and personal interests and needs of students; and, finally, it would enable schools of pharmacy to confer a professional doctor's degree that would be generally recognized.

"It would appear that an entrance requirement of two years of general education and basic science training on the college level would tend to bring to the schools of pharmacy, and into the profession, more capable students on the average than now apply for admission. Two years of study in college as a prerequisite for admission to schools of pharmacy would have at least three good results: (1) it would give the student a better foundation in general education; (2) students entering pharmacy would have greater maturity and could, therefore, do work on a much higher intellectual level than at present; and (3) many without the capacity for the successful study of pharmacy would have voluntarily withdrawn before they had opportunity to apply to a school of pharmacy. This last consideration has been urged on various occasions as a reason for requiring one or two years of prepharmacy education.

"In the light of the evidence that is available it appears that a six-year program for pharmaceutical education and training would be highly desirable."

My main purpose in bringing this recommendation of the Survey to your attention now is to express the hope that you as pharmacists will give it careful consideration against the time when you will almost surely be called upon in one way or another to express your views in the matter. I may say in concluding this subject that the faculty of the School of Pharmacy at the University is now on record as opposing any lengthening of the course of study in pharmacy beyond the present four-year program of study until such time as the curriculum now in effect cannot be improved further and is shown to be inadequate in content properly to train pharmacists.

THE GRADUATE PROGRAM

The graduate program is off to a very good start and we are all proud of this progressive development. This year seven graduate students are enrolled in our School. Of these seven, one has already earned the master's degree, and two more

are expected to complete the requirements for the degree this spring or summer. Six of the seven are definitely working toward the doctorate and several of them should complete the requirements not later than June, 1951.

Next year we will have approximately 15 graduate students, a number approaching the maximum when considered from the standpoint of present available physical facilities. We hope eventually to enroll 30 or 40—or perhaps an even larger number of graduate students in order that we may do our full share in the training of persons so desperately needed as teachers in colleges of pharmacy and in the pharmaceutical industry throughout the country.

NORTH CAROLINA PHARMACEUTICAL RESEARCH FOUNDATION

And here I should like to pay tribute to the North Carolina Pharmaceutical Research Foundation, Inc. As probably all of you know, this Foundation was chartered in 1947 and has as its aim the promotion of graduate training and pharmaceutical research in the School of Pharmacy at Chapel Hill and in the State of North Carolina. The report of the Foundation has been presented at this meeting and we are all proud of its accomplishments. It has made available to the School approximately \$8,000 each year to be used for graduate fellowships, research equipment, and reference books and periodicals required in carrying on a graduate program. May I say that the School of Pharmacy and the University administration is highly appreciative of what the Foundation has done for us. It has been a real stimulus in helping to develop our graduate program.

LIMITATION OF ENROLLMENT

Three years ago it became necessary to limit enrollment in the School to such a number as could be accommodated adequately with the physical facilities available. Based upon careful estimates it was decided that 55 new students could be admitted each year and accordingly for the last three years this number has been enrolled in the entering class. A like number will be admitted again next fall and this policy of limiting enrollment will be adhered to until such time as additional facilities are made available to the School.

There are 70 members in the present fourth-year class. Next year there will be about 60 to graduate and about 45 the following year.

During the post-war period a great many more North Carolina boys and girls have applied for admission in pharmacy than could be admitted. This means, of course, that each group of applicants has been screened carefully and admissions placed on a competitive basis. Such a screening process, including personal interviews, goes on practically the year around in an effort to admit students on a fair and impartial basis. Under the selective plan the mortality is reduced to a minimum and a large percentage of the entering group is able to maintain scholastic requirements throughout the college career and ultimately to become registered pharmacists.

RHO CHI NATIONAL HONORARY PHARMACEUTICAL SOCIETY

The large membership in Rho Chi, National Honorary Pharmaceutical Society, will serve as an index of the superior scholarship to be found in the School. The local chapter of Rho Chi has the largest membership in its history. This fact is revealing when it is recognized that not only superior scholarship but moral integrity, and character are requisites to membership in the organization. This year the Society has a membership of 45 students. This means that 37 per cent of the enrollment in the third and fourth year classes has achieved scholastic superiority on at least seven consecutive quarters' work. This is a splendid record for any student body, and I am proud to mention it here in order to emphasize the high quality of work being done by the present generation of pharmacy students. An analysis of the reasons underlying good scholarship embraces many factors and it is difficult to make; however, not the least of these is the selection of students with a satisfactory scholastic background or, to express the process differently, the rejection of those who have demonstrated a lack of aptitude in our professional field.

The following companies, organizations and individuals have aided the School by giving scholarships and in other ways demonstrated their sincere interest in the students during the year.

I wish to pay tribute first of all to the Woman's Auxiliary of the North Carolina Pharmaceutical Association. Consistently over a long period of years the organization has exerted its efforts in every way possible in the interest of the School of Pharmacy. The endowment fund established by the Auxiliary maintains an undergraduate scholarship for a deserving pharmacy student. This fund now amounts to approximately \$6,500 and supports a scholarship worth about \$200 annually. The Auxiliary has contributed also to the library fund from time to time and in many other tangible ways has shown its interest in the School. For all of these gifts we are deeply grateful to the Woman's Auxiliary.

I wish to express appreciation for the following annual scholarships, valued at \$200 each, given by the Justice Drug Co., of Greensboro; the W. H. King Drug Co., of Raleigh; the Owens and Minor Drug Co., of Richmond, Va.; the Bodeker Drug Co., of Richmond, Va.; the Mann Drug Stores (an endowed scholarship known as the David Astor Dowdy Pharmacy Scholarship); and the American Foundation for Pharmaceutical Education (2).

Likewise I am grateful for the following tuition scholarships valued at \$100 each: C. T. Council (2 in number), The Justice Drug Co. (2 in number), The North Carolina Pharmaceutical Association (2 in number), the Scott Drug Co. (2 in number), the W. H. King Drug Co. (2 in number), B. R. Ward (established in memory of C. B. Miller), and an anonymous scholarship.

From April 29 to May 1st the fourth year class was the guest of Eli Lilly and Co. on an educational inspection tour of the Lilly plant in Indianapolis.

On April 23 the graduating class enjoyed a day in Raleigh as the guest of Mr. B. Frank Page and the W. H. King Drug Co.

On May 2 Mr. P. A. Hayes and the Justice Drug Co., of Greensboro, were hosts to the faculty and seniors at a banquet held at the Carolina Inn in Chapel Hill.

CONCLUSION

In conclusion, I should like to extend a cordial invitation to each of you to visit the School of Pharmacy whenever you are in the vicinity of Chapel Hill. There may be ways in which the School and its staff may be of service to you. If so, please do not hesitate to call upon us. For instance, we may be able to help you with your personnel problems whether you are an employer or an employee. We are always glad to have you come to Howell Hall and we hope you will visit us often.

President Ham appointed the Nominating Committee as follows: W. L. West, Chairman, E. C. Daniel, John C. Hood, R. P. Lyon, Alfred N. Martin, Ralph P. Rogers, Sam E. Welfare.

He appointed the Committee on Time and Place as follows: W. A. Gilliam, Chairman, W. M. Salley, D. L. Boone.

He asked these committees to meet and be prepared to report at the last session of the convention.

Mimeographed committee reports were distributed for study before the next session of the convention.

After reading of telegrams of greetings by Secretary Smith, the second session of the convention was adjourned.

THIRD SESSION

The third session of the convention met at 9:30 on the morning of May 5 following a half-hour program of "Sunrise Serenade."

H. C. McAllister, Secretary-Treasurer of the Board of Pharmacy, read his annual report which will be found in detail elsewhere in this publication. It was adopted as read.

The next speaker on the program was Dr. Walter H. Hartung. His address follows.

Some New Concepts of Therapeutic Agents

Dean Jenkins, in his recent appearance before Rho Chi at Chapel Hill, said that a quarter of a century ago we passed through an era of *therapeutic nihilism*, a period when there was

considerable doubt that drugs had the virtues that had been ascribed to them. He went on to state that even the pharmacist was skeptical about the therapeutic efficacy of his wares.

I am not sure it was ever so bad as that. But I do believe that we have all come to look upon drugs in a new light and to appreciate them with awe and respect. On an occasion such as this it is appropriate to consider how this has probably come about.

We are familiar with the history of drugs, how voodooism, mysticism, superstition and irrationality characterized the earliest prescription. We have all had our chuckle at some of the absurdities. Yet, at the same time we are astounded at the soundness of some of the observations of the ancients, discoveries made quite by accident, perhaps, and traditions based on empiricism.

We shall probably never be able fully to understand what, if anything, went on in the minds of these ancient ancestors. But we probably shan't go far wrong if we guess, being guided by what we now know of the drugs used at those times.

It won't be necessary to spend any time on the age of superstition and incantation. But as examples of empiricism let us take but two of the many that might be employed.

I don't know how the Peruvian Indians discovered the virtues of the cinchona bark, but it was not difficult to convince the Conquistadores of its merits and to introduce it into Europe.

The other example is digitalis. There could be no doubt about the efficacy of a certain deconction prepared by a certain Shropshire woman for the treatment of dropsy. We can imagine, and probably with considerable certainty, that this woman selected her seventeen herbs with ceremony and ritual and made her "medicine" in the proper phase of the moon and to the accompaniment of appropriate incantations. Nor is it unlikely that she attached as much importance to these as she did to the herbs themselves. It is not inconceivable, therefore, that she sold her formula to Withering with the belief that he could not make the same drug so long as he used only them. So much for the imagination. We do know, however, that of the seventeen herbs, Withering found only one to have any effect and that it alone provided all the desirable therapeutic properties. Thus was digitalis introduced as a drug.

In the last third of the 19th century two developments appeared which were to influence profoundly the attitude toward drugs, namely, the rise of bacteriology and the phenomenal growth of organic chemistry.

Bacteriology taught us about the causation of infectious diseases, dispelled much of the mystery about them, and eventually gave us an entirely new type of therapeutic agent, namely, the anti-septic for the direct antagonism of the invading organism, e.g., phenol, mercuric chloride, arsphenamine, etc.; and the serums and vaccines. These latter were designed to produce immunity or to counteract the toxins produced by the infecting organism.

As for organic chemistry, so much has already been said about it that this story needs little elaboration before an audience such as this.

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We should also mention a third factor, and it was this which probably was chiefly for the idea of "therapeutic nihilism," if such an idea did have much vogue. I refer to the amazing perfection in surgery. With suitable anesthetics at his disposal the surgeon developed a remarkable skill, and it is little wonder that we have come to marvel at some of his miraculous performances in eliminating or correcting anatomical faults or malformations. If evidence of that is needed we have but to remind ourselves of the "blue-baby operations."

Keep in mind that at this time biochemistry had just begun to bud and the study of nutrition had not yet become the science it now is. The first journal of biochemistry, *Der Biochemische Zeitschrift*, was founded in 1896. The mysteries of biochemical processes had not yet been probed. Successful nutrition required only a proper balance of proteins, fats and minerals. The word "vitamin" was first advanced by Funk in 1912, and the first "official" assay for a vitamin was given in U.S.P. X.

If we keep these facts in mind, then we can probably appreciate why illness was attributed chiefly to one of two causes: (1) to an infecting organism, for which quite efficacious methods of treatment were being developed; (2) to anatomical causes, in which cases surgery was expected to provide the best remedy. And thus we see that less and less reliance was placed on therapeutic and remedial agents.

Today, fortunately, the picture has changed. The danger of infectious diseases is not underestimated, nor is the value of surgery discounted. It is that something new has appeared. It is to these new things that we want to direct our attention at this time.

Let us not forget the Biblical admonition that man is fearfully and wonderfully made. When we study man for the active chemical processes that go on in his body and the almost endless list of substances on which these depend, then we have an even better appreciation of that statement. Having said that, let us not forget that here are innumerable opportunities for some chemical action to miscarry, or some product to be elaborated in inadequate amounts or possibly in too large amounts. From the point of view of the chemical reaction alone the deviation may not be large, but the consequences to the total organism may be tremendous. To convince ourselves of this fact we need only remind ourselves of diabetes, goiter, Addison's disease, etc. Correction for the abnormal secretion of the glands involved frequently works miracles.

Or perhaps some biochemical reaction may have produced an unnatural product, which can lead to dire consequences. Or possibly the abnormal product results from some defect in the biochemical apparatus. For example, just what is the relationship between the elimination of phenylpyruvic acid in the urine and imbecility?

Many of these deficiencies may be corrected by administration of an appropriate drug. These diseases are not the result of bacterial invasion, nor may they be corrected by surgery.

Since we are in a large measure what we are because of the chemical processes that we started out with and which continue so long as there is life, it is but natural to conclude that we continue to be what we are only if this active chemical process is supplied with the proper materials, in other words, with our food. Much of the food that we eat undergoes changes within our systems and is adapted for use. However, there are some chemicals which the body needs for proper functioning which it is unable to manufacture or adapt. That is, we have certain dietary essentials. In this respect we all are familiar with vitamins, amino acids, and the like.

We don't expect a chemical reaction to proceed in a test tube if an essential agent for that reaction is not supplied. Why should we expect a reaction to proceed in our bodies if an essential substance for that reaction, whether normally supplied by the endocrine system or whether normally obtained in the diet, is withheld?

Thus do we come to appreciate the therapeutic value of such things as hormones and vitamins.

With the introduction of the sulfa drugs we find yet another concept regarding therapeutic agents, namely the idea of antagonists to natural products. You are all familiar with the finding made by Woods and Fildes that the sulfa drugs are antagonized, that is, inactivated, by p-aminobenzoic acid. From that observation it was soon learned that the sulfa drugs also antagonize p-aminobenzoic acid. Now, it develops that p-aminobenzoic acid has many of the functions of a vitamin and in biochemical processes takes part in forming an enzyme. Quite naturally if p-aminobenzoic acid does not take its position in forming the structure of the enzyme, the enzyme is incomplete or abnormal and does not perform its proper function. The sulfa interferes with p-aminobenzoic acid because it possesses just the proper similarity to the essential PAB and crashes into the biochemical system, as it were, probably taking the place in the enzyme structure normally occupied by PAB; but now the enzyme is defective and unable to perform its normal function. This failing function, bad for the invading organism and host alike, leads first to the death of the bacterium.

This concept of antagonism has tremendous and unlimited possibilities it seems. Already it has found successful application in the antihistamines. Just think of what might happen if the scientist can find the vulnerable spot of all malign organisms or disorders; perhaps they may all be starved by feeding or putting into that spot some antagonist.

Not only that, but given the concept of antagonism, then why not also its opposite? Not something that antagonizes but something that synergizes or stimulates?

Dr. E. A. Brecht, Secretary of the N. C. Pharmaceutical Research Foundation, reported on the past year's work, and gave a financial statement.

Report of Pharmaceutical Research Foundation, Inc.

E. A. BRECHT, *Secretary*

The North Carolina Pharmaceutical Research Foundation, Inc., made substantial progress during the year 1948-9.

The personnel of the Board of Directors, by vote of the North Carolina Pharmaceutical Association members, remained unchanged, and the entire slate of officers was re-elected:

Board of Directors: Roger A. McDuffie, Greensboro, President; P. A. Hayes, Greensboro, Vice-President; Paul B. Bissette, Wilson, Executive Committee; C. T. Council, Durham, Executive Committee; I. T. Reamer, Durham, Executive Committee; D. L. Boone, Durham; E. C. Daniel, Zebulon; Carl T. Durham, Chapel Hill; H. C. McAllister, Chapel Hill; A. N. Martin, Roanoke Rapids; B. F. Page, Raleigh; W. J. Smith, Chapel Hill.

Secretary: E. A. Brecht.

Fiscal Agent and Treasurer: Depositors' National Bank of Durham.

An attractive, illustrated brochure "In Every Drop of Medicine" was printed and distributed as a fitting tribute to North Carolina pharmacy.

Two illustrated feature articles on the foundation and its position in pharmacy and research were prepared and published in the Sunday newspapers in April 1948 and February 1949. The value of this publicity was greatly helpful in acquainting the public with unrecognized realms of the profession.

In the necessary solicitation for funds excellent results were accomplished by pharmacists who agreed to serve as county chairmen, and appreciation is expressed here for their diligent and effective service. The Board of Directors also subscribed a fund to defray part of the traveling expense of Mr. F. O. Bowman in his visits to pharmacists in return for aid in soliciting contributions to the foundation. Unfortunately, his work was curtailed by unforeseen circumstances.

Two new memorial funds were established. A special committee at the University of North Carolina activated a fund which had been collected in honor of Dean E. V. Howell shortly after his death by establishing the E. V. Howell Memorial Fund, the income to be used for library materials of historical and research value. Mr. Frank W. Hancock, Jr., established the Frank W. Hancock Memorial Fund in loving memory for his father and his father's faithful service in pharmacy.

Two research fellowships have been established in the foundation by manufacturers of pharmaceutical products: the Vick Research Fellowship by the Vick Chemical Company and the Merrell Research Fellowship by the Wm. S. Merrell Company. Each fellowship was established for three years, each to provide an annual stipend of one thousand dollars to a worthy graduate student and two hundred dollars to the School of Pharmacy for research supplies.

For the school year 1949-50 the Board of Direc-

tors approved a budget of eight thousand dollars to the University of North Carolina as follows:

Five fellowships	\$5,000
Research supplies	1,000
Special equipment	1,500
Special library materials	500

Total.....\$8,000

The success of the foundation in stimulating graduate study at the School of Pharmacy is indicated by the number of graduate students: three in 1947-48; seven, including one from China on a fellowship from the American Foundation for Pharmaceutical Education, in 1948-49; and from twelve to fifteen in 1949-50. These specialized students are urgently needed in education, research, industry, and government service.

A financial report is appended. It was found desirable to change the title of the Undesignated Fund to the literally exact title Expendable Gifts and Income. In view of the balance in this account (\$5,580.28) against the above budget, the absolute necessity of continued support is obvious. The accounts were examined and attested correct by Mr. L. deR. MacMillan, C.P.A.

This foundation was organized by North Carolina pharmacists, is controlled by them through their membership in the North Carolina Pharmaceutical Association, and represents the opportunity to go forward in maintaining the profession at a favorable position of continued best pharmaceutical service to the public.

Sincerest appreciation is again expressed to the supporters of the foundation, to the Board of Directors, and to the faculty of the School of Pharmacy for their constant cooperation toward the success of the foundation.



ALFRED N. MARTIN
Member, Board of Directors
N. C. Pharmaceutical Research Foundation

FINANCIAL REPORT, MARCH 1, 1948, TO MARCH 1, 1949

ENDOWMENT FUNDS

STATEMENT OF CASH RECEIPTS

Cash Receipts:

	Balance Mar. 1, 1948	Contribu- tions, '48-49	Total Mar. 1, 1949
General Endowment (159)	\$22,915.00	\$14,033.50	\$36,948.50
J. G. Beard Memorial (5)	45.00	80.00	125.00
E. V. Howell Memorial (9)		1,326.12	1,326.12
Frank W. Hancock Memorial (3)		610.00	610.00
Drug Plant Garden (8)		167.00	167.00
Totals	\$22,960.00	\$16,216.62	\$39,176.62

Assets of Funds:

Home Building & Loan, Paid-Up Stock, 3%	\$ 3,000.00
Security Building and Loan, Paid-Up Stock, 3%	5,000.00
United States Bonds, Series G, 2 1/2%	14,000.00
R. J. Reynolds Tobacco Co., Preferred, 4 1/2%, 50 shares	5,000.00
R. J. Reynolds Tobacco Co., Preferred, 4 1/2%, 100 shares	10,187.50
Depositors' National Bank of Durham, Savings Account	1,000.00
Cash	989.12
Total Assets	\$39,176.62

EXPENDABLE GIFTS AND INCOME

STATEMENT OF CASH RECEIPTS AND DISBURSEMENTS

Balance, March 1, 1948 \$ 5,742.68

Receipts:

Contributions (65)	6,840.00
Income from Investments	700.44

Total

Disbursements: \$13,283.12

University of North Carolina:

Seeds and Plants for Drug Garden	\$ 200.00
Fellowship: Albert W. Jowdy	1,000.00
Fellowship: Wm. J. Sheffield	1,000.00
Fellowship: Wm. W. Taylor	1,000.00
Assistantship Supplement, Leon Gordon	500.00
Supplies for Research, School of Pharmacy	700.00
Special Equipment, School of Pharmacy	1,500.00
Special Library Materials, School of Pharmacy	500.00
Student Assistance for Research by Dr. Hartung from Sharp & Dohme	500.00
Total	\$6,900.00

Operating Expenses:

F. O. Bowman, Travel Expense	\$ 300.00
Clerical Help to Secretary	157.45
Stationery	130.68
Postage	125.68
Travel Expense, Secretary	41.60
Miscellaneous	28.69
Telephone and Telegraph	9.52
Office Supplies	9.22

Total Disbursements

Balance, March 1, 1949 \$5,580.28

Assets:

Home Building & Loan, Durham, Paid-Up Stock, 3%	\$2,000.00
Depositors' National Bank of Durham, Savings Account	2,000.00
Cash in Bank	1,532.66
Petty Cash	47.62
Total Assets	\$5,580.28

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Pangburn's new "Romance Series" in eye-appealing lithography, displayed in striking Western-style sand-blasted wood frames . . . now appearing in all of Pangburn's agencies.

PANGBURN COMPANY
FORT WORTH, TEXAS

Secretary Smith presented the report of the Committee on Insurance, which was adopted as submitted.

Report of the Committee on Insurance

It is a pretty generally accepted fact that the Inter-Ocean health and accident insurance policy, which has been purchased by approximately 600 members of the NCPA, is one of the most liberal policies of its type now available on a group basis. Operation of the group has been most satisfactory to the Association, particularly since settlement of claims has proceeded with dispatch.

Since the group plan was established more than three years ago, two out of every three policy holders have submitted claims. In this connection, it is interesting to note that, despite the large number of claims originating within the group, not a single member has called on the Arbitration Committee for assistance.

Several members have drawn compensation for the full two-year period at the rate of \$200 a month. And there are a number of such continuing claims at the present.

One claim of \$2,500 has been paid as the result of the accidental death of a policy holder. Another claim of \$5,000 was not allowed since death of the policy holder did not occur within the period as defined in the policy, i.e., within 90 days of the accident.

Inter-Ocean has now broadened its coverage to include life insurance. If you are interested in this particular type of insurance, the various representatives of Inter-Ocean will be glad to present the details.

Due to the widespread acceptance and approval of health and accident insurance by the membership, it was deemed advisable to investigate group life insurance, since such insurance, when obtainable, represents considerable savings over individual policies. Then there is the additional benefit of making life insurance available to members who otherwise could not obtain such coverage by reason of their physical condition or age.

A reputable insurance firm contracted to write a \$5,000 policy on our members, irrespective of age, for \$85 a year, provided a minimum of 75% of the members enrolled in the Group. An announcement to this effect was released to the membership, but less than 15% signified their willingness to participate.

Later, a group plan was devised to cover members up to and including 65 years of age. The premium on \$5,000 in this instance was quoted at \$70.20. When this substitute plan was announced and the survey completed, a total of 113 members signified their willingness to enroll. Since this latter group (113) fell so far short of the required number (600) to obtain the special rate, we have temporarily abandoned our efforts to establish a life insurance group within the Association.

In tabulating the survey cards, it is interesting to note the ages of those interested in this form

of insurance. Six members were in the age group 21 to 30 years; 14 between 31 and 39; 38 between 40 and 50; 36 between 51 and 59; and 19 between the ages of 60 and 65. Until we are able to interest more of our younger pharmacists in group life insurance, such a plan will not be feasible for the NCPA.

If you and the personnel of your pharmacy are not covered by Druggists' Liability or Druggists' Malpractice Insurance, it would be well that you investigate this particular type of insurance. The insuring clause standard in most policies of this type read as follows:

"To pay on behalf of the insured, all sums which the insured shall become obligated to pay by reason of the liability imposed upon the insured by law for damages arising out of the preparation, compounding, dispensing, sale, or misdelivery, during the policy period, at or from the premises described in the declaration, of drugs, merchandise, or medicine, and resulting in (1) bodily injury, sickness or disease, including death at any time resulting therefrom, and including damages for care and loss of services, or (2) injury to or destruction of property, including loss of use thereof."

This type of policy covers not only claims arising out of the sale of drugs and medicines, but goes beyond that and covers your products liability hazard arising out of the sale of all merchandise in your store, including products sold at the soda fountain.

Physicians and Dentists Malpractice insurance has been widely accepted for years; pharmacists have a comparable need for similar Malpractice insurance.

While this brief report will make no attempt to cover all the various types of insurance available to the pharmacist, mention should be made of the need for applying the co-insurance clause to your furniture, fixtures and stock. If a disastrous fire should hit today, do you have adequate insurance for replacement of stock and fixtures—at today's market price? Although inventories are double the 1940 figure in some instances, many pharmacists still carry the same coverage as a decade ago.

Insurance, which protects your income and guarantees stability to yourself and your family, is not an expense—it is an investment.

Dr. Wingate Johnson, editor of the Journal of the Medical Society of North Carolina, was the next speaker on the program, and was introduced by Wade A. Gilliam. Dr. Johnson, speaking on a compulsory health program said, in part,

"A system of medical care supported by taxation is not at all new; it was begun in Germany and in Russia more than sixty years ago, and has been adopted by some other European countries. It is part of the program of the International Labour

Organization, which is an international organization under socialistic control. Lenin said long ago that socialized medicine is the keystone to the arch of the socialist state.

"The American Medical Association and organized medicine generally have been accused of doing nothing whatever to help the people in the lower and middle income groups to meet the costs of medical and hospital care. The facts are that organized medical groups have been sponsoring voluntary plans for many years. North Carolina was the first state in the Union to adopt the Blue Cross Hospital Plan under the auspices of its state medical society. Now there are about 60,000,000 people covered by hospital insurance; about 30,000,000 have policies protecting them from the expense of surgical conditions; and about 10,000,000 against medical conditions.

"The cost of the government health insurance plan would be staggering. It has been the experience of every other country in which it has been tried that the costs of the plan mount steadily upward. Although England has had a complete national health insurance plan only since July, 1948, it has already cost forty percent more than was expected. New Zealand has had such a plan for ten years, and it is about to bankrupt the country.

"Unless the United States were an exception to the rule everywhere else, the quality of medical care would be greatly lowered instead of being raised. The quantity of medical care might be increased, but it would be at the expense of the quality. The time of the doctors would be so taken up with filling out forms and certificates that there would be little time left for the patient.

"Finally, it simply does not make sense for the United States to have engaged in two World Wars within this century to preserve the American way of life, and then to surrender to a handful of bureaucrats who would force upon us the socialistic philosophy of Europe."

The report of the Public Relations Committee was then heard and adopted as read.

Report of the Public Relations Committee

W. J. SMITH, *Secretary*

The work of the Public Relations Committee for the past year has been carried on under the direction of Secretary Smith with the assistance of R. W. Madry of Chapel Hill, who acts in an advisory capacity.

For the most part, the Committee's work has been concentrating on publicizing various activities and events in which the Association has played an important part, either through direct sponsorship or participation.

Some of the events publicized by the Public Relations Committee include the Cosmetic School of Beauty Fashion, the B. Frank Page Testimonial Dinner, the Clyde Eubanks Mortar and Pestle Award, the Research Foundation pictorial

layout, and, of course, the current convention. Perhaps you recall seeing some of these stories, particularly the Foundation picture layout, which was carried by every major paper in North Carolina as well as several in Virginia.

The scope of the Committee's work has been broadened to include various state and national publications. Special articles on pharmacy, either prepared by the Committee or resulting from copy released by it, have appeared in *The State Banker*, in *N. C. Cancer News*, and in *Better Health*. The story which appeared in *Better Health* was reprinted by *The American Druggist* magazine and given nationwide distribution.

And, as customary in the past, the Committee is still supplying speakers through its "Speaker's Bureau," sound films through its "Film Bureau" and window displays, radio talks and prepared speeches by direct request to Secretary Smith. All of these various programs are proving to be of value in our effort to inform the general public of Pharmacy and to increase its appreciation of the pharmacist as a professional person.

President Ham has already discussed with you the Parke, Davis ads which the Committee has obtained permission to reproduce for newspaper use in this State. These ads, which originally appeared in the *Saturday Evening Post*, have been screened down to a 2 col. 7½ inch ad and will be sent on request to any newspaper in North Carolina. Space is provided for the name of the sponsor, who underwrites the advertising cost.

Proofs of the ads—probably 4 a month—will be released until the entire series of 32 have appeared. Distribution of the proofs will probably be by means of *The Tar Heel Digest*, of which you are familiar.

The Committee is anticipating working with the newly organized Bureau of Education on Fair Trade. If Congressman O'Toole's bill to repeal the Miller-Tydings Act gains momentum, the Fair Trade publicity effort of the Committee could well be its most important work during the coming twelve months. The Committee's program, as has been the custom in the past, will be largely dictated by the Association's needs and interests.

Although the membership of the Committee on Public Relations is limited to a small number of persons, its effectiveness is restricted to the degree of cooperation exhibited by each member of the Association. In the final analysis, no public relations program can or will be effective on a state-wide level unless each pharmacist operates his pharmacy so that it reflects credit on himself, as a professional person, and on his community, as a progressive place in which to work and live.

Thus, in the final analysis, the test of an effective public relations program, is keyed to "YOU." If you think professionally, act professionally, work professionally, then you have done your part to assure the success of the public relations program of your Association.

This was followed by a report of the Institute of Pharmacy Building Committee, which was adopted as read.

North Carolina Institute of Pharmacy

Contributions to the Institute of Pharmacy building fund totaled \$7,362.13 during 1948, as indicated by the following:

Individual Contributions	\$ 4,777.13
Contributions by Wholesalers	2,000.00
Interest Earned on Stock	585.00
	<hr/>
	\$ 7,362.13

The Institute funds consisted of:

Cash in the Bank of Chapel Hill.....	\$ 4,087.18
Building & Loan Stock	25,000.00
	<hr/>
	\$29,087.18

To the above total should be added letters of credit amounting to \$2,500.00, which, although not represented by cash on hand, nevertheless will be available once actual construction of the Institute building gets underway.

Counting the balance due on several memorial plaques and the letters of credit, The Institute of Pharmacy building committee had a minimum of \$32,000.00 of usable funds on January 1, 1949. Since that time a few additional contributions have come in, but the total is not significant.

As President Ham mentioned in his address, the Building Committee is now concerned with locating a desirable piece of property in Chapel Hill as a site on which to locate the Institute. The property should be readily accessible to The Carolina Inn—the Village's sole hotel—and the business section. Four possible building sites have been investigated but for various reasons—mostly the high prices quoted by the owners—none have been purchased.

While the Committee is anxious to get the Institute building underway as quickly as possible, the delay has resulted in a substantial increase in our building dollars. Various reports indicate building costs have declined as much as 7% since last fall. If to this we add the interest earned on our investments, we have roughly \$3,000 additional cash to go into the Institute.

The School of Pharmacy at the University has graciously provided office space for the Association and the Board of Pharmacy for the past nine years. This has been of tremendous assistance to both groups, especially since there was a considerable period when both organizations would have been hard hit to pay for office space in addition to other expenses. This is especially true of the NCPA during the period 1940-1945.

With increased pressure on the School to provide space for the rapidly developing graduate program, it is evident that the space now used by the NCPA and the Board of Pharmacy will soon be needed by the School. As an example of what Dean Jacobs is faced with in the matter of providing space: Up until a few years ago the School had at most two graduate students; this fall a total of 14 students are expected in this

one department alone. From this it is evident that the building campaign got underway none too soon, and that its completion now becomes a necessity. Assuming that a suitable building site is located early this year, in all probability the Institute will be in existence before we assemble again for our annual meeting.

The session was adjourned to meet again at 2 p.m.

FOURTH SESSION

The final session of the convention opened at 2 p.m., May 5, and the first speaker on the program was E. H. Hemmle, District Manager of Colgate-Palmolive-Peet Company who spoke on "Your No. 1 Cash Register Bandit." This talk was published in the June issue of THE CAROLINA JOURNAL OF PHARMACY and is omitted here.

The next feature of the program was an illustrated lecture by V. B. Russell, Sales Manager of the Amity Leather Products Company, assisted by members of the Pharmacy Senate at the School of Pharmacy, Gregory Howe, Floyd Jones, Doris Sauls, and Jean Snyder. This talk was reproduced in the July issue of THE CAROLINA JOURNAL OF PHARMACY, and is omitted here.

Paul B. Bissette of Wilson was next on the program, and talked on "Business Trends." This is omitted here since it was published in the May issue of THE CAROLINA JOURNAL OF PHARMACY.

W. A. Ward of Swannanoa gave a carefully prepared report for the Fair Trade Committee. This report was printed in the May issue of THE CAROLINA JOURNAL OF PHARMACY.

W. J. Smith gave his report as secretary-treasurer of the N. C. Pharmaceutical Association.

Report of the Secretary-Treasurer

W. J. SMITH

This, the Ninth Report I have been privileged to make since assuming the duties as Secretary-Treasurer of the N. C. Pharmaceutical Association and Managing-Editor of THE CAROLINA JOURNAL OF PHARMACY, is a summary of productive effort during the past twelve months of hundreds of persons interested in pharmacy in this State. A quick review of the twelve issues of THE CAROLINA JOURNAL OF PHARMACY, which have been released during the past year, will serve to indi-

Have a Coke



cate the wide diversification of the Association's program.

Although more detailed reports will be presented throughout this Convention, I would like to call your attention to the fine work that is being done by T. J. Ham, Jr., Chairman of the Building Committee of the Institute of Pharmacy. Mr. Ham and his committee, together with the assistance of county chairmen, has raised approximately \$32,000 for a building to house the offices of the Association and the State Board of Pharmacy. In all probability the building will be completed by the time we assemble for our next annual meeting.

Another project which deserves the support of all organized pharmacy is the N. C. Research Foundation. As Secretary E. A. Brecht's report will show, our members have responded liberally to the Foundation, which, in turn, has enabled the Board of Directors of the Foundation to pursue their objectives vigorously and with a great deal of success.

For a long time there has been an acknowledged need for some sort of setup which would enable us to utilize the enthusiasm and valuable "know how" of our past presidents. Such individuals are familiar with the Association, its strong and weak points, and are in an admirable position to suggest programs, and means for carrying them out, which would be of benefit to all. It was with this thought in mind that Mr. Ham appointed "The President's Advisory Committee" and called a meeting of the group on September 15th. Action taken by the group at that time has had a definite influence on the Association's program for the past six months, and due to the Committee's initial success, I trust that our incoming president will continue the Advisory Committee.

To implement the Association's public relations program, a "Speaker's Bureau" was established in late 1948. The Bureau consists of twenty outstanding pharmacists, who agreed to accept speaking engagements on the following basis: (1) All invitations must be by or through a member of the N. C. Pharmaceutical Association; (2) Invitations to Bureau members must be filed at least 15 days prior to engagement; (3) Host must agree to reimburse Bureau member for travel expense at the rate of 6c per mile both ways and to provide overnight accommodations wherever necessary.

A complete listing of Bureau members may be obtained on request to the Secretary's office.

In addition to the service just mentioned, the Association has available, without cost, an entire series of 16 mm. sound movie films and prepared talks suitable for civic clubs.

Attorney Bowman has given you a comprehensive picture of the recent General Assembly, par-

ticularly as to action taken by that body of interest to our group. We were greatly disappointed that funds were not allocated for a new pharmacy building, but the cause was not entirely lost. Several of our members were assured by responsible officials of the University of North Carolina "that a new building for pharmacy will be their first objective during the General Assembly of 1951."

Two events sponsored by the Association during the past year were notable in that we were able to accord proper recognition to the splendid work of two of our members, Messrs. B. Frank Page of Raleigh and Clyde Eubanks of Chapel Hill. Mr. Page was honored at a testimonial dinner held in Raleigh on October 8, 1948, and Mr. Eubanks received an inscribed Mortar and Pestle at the conclusion of a formal program held in Chapel Hill on March 13, 1949. Both events were highly successful and publicized extensively over the State, both to the credit of pharmacy and to the two gentlemen honored by their fellow workers.

The Veterans Administration Pharmacy Service Program has grown steadily for the past two years until today it is our largest single project, in terms of work involved, record keeping, money handled, etc. Approximately 1,200 prescriptions are being processed monthly now. If the present trend continues, members of the Association participating in this program will be paid approximately \$40,000 for the calendar year 1949.

Fair Trade continues to be one of the more important projects of the Association. Monthly mailing of new and revised leaflets has been continued, an up-to-date Fair Trade Book has been and is available at \$5.00 a copy, and an educational program to familiarize our clerks with the basic principles of Fair Trade has been established. In the months ahead we expect to cooperate with and utilize the material to be supplied by the recently organized Bureau of Education on Fair Trade. The Chairman of the Fair Trade Committee, Mr. W. A. Ward of Swannanoa, will speak to you later of the activities of his Committee for the past year.

The Association continues in a sound financial condition despite increased expenditures in practically all departments. For the calendar year 1948 the excess of receipts over disbursements enabled the Executive Committee to authorize investment of \$2,000 in building and loan stock. This investment is separate from the Institute of Pharmacy funds, which are earmarked for the building project.

The combined accounts of the Association, THE CAROLINA JOURNAL OF PHARMACY, Veterans Administration and The Institute of Pharmacy amounted to \$38,631.48 as of December 31, 1948. Here is the auditor's statement:

Mr. W. J. Smith, Treasurer,
North Carolina Pharmaceutical Association,
Chapel Hill, North Carolina

Dear Sir:

I have examined the balance sheet of The North Carolina Pharmaceutical Association as of December 31, 1948, and the related statement of income and capital for the year then ended. My examination was made in accordance with generally accepted auditing standards, and accordingly included such tests of accounting records and such other auditing procedures as I considered necessary in the circumstances.

In my opinion, the accompanying balance sheet and statement of income and capital present fairly the financial position of The North Carolina Pharmaceutical Association and its associated activities, at December 31, 1948, and the results of its operations for the year then ended, in conformity with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

Balance Sheet—December 31, 1948.....	Exhibit A
Presentation of Income and Capital, 1948.....	Exhibit B
The Institute funds consist of	
Cash.....	\$ 4,087.18
Building and Loan Stock.....	25,000.00
Total Institute Funds.....	<u>\$29,087.18</u>

The presentation this year is slightly different from prior years in that the accounts are all stated on a full accrual basis for the first time. The difference is not significant. The change was made to provide better control over the accounting procedures. The revenue from dues is still presented on a cash basis because it is more realistic.

The net income by years, by funds, is as follows:

	1947	1948	Decrease
North Carolina Pharmaceutical Association.....	\$ 1,128.47	\$ 620.66	\$— 507.81
Veterans Administration Service Charges.....	1,004.19	1,935.65	931.46
Institute Funds	13,400.08	7,362.13	—6,037.95
Total.....	<u>\$15,532.74</u>	<u>\$ 9,918.44</u>	<u>\$—5,614.30</u>

The records and accounts are in excellent condition.

L. DER. MACMILLAN,
Certified Public Accountant.

EXHIBIT A

THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

Chapel Hill, North Carolina
BALANCE SHEET
December 31, 1948

Assets

Cash—N. C. P. A. General Fund.....	\$ 3,988.00
Cash—Veterans Account	1,938.27
Cash—Institute Fund	4,087.18
Accounts Receivable	403.09
U. S. Saving Bonds.....	375.00
Building and Loan Stock—	
N. C. P. A.	2,000.00
Building and Loan Stock—	
Institute	25,000.00
Common Stock—@ Par	50.00
Office Equipment	789.94
Total Assets	<u>\$38,631.48</u>

Liabilities

Prepaid Dues	\$ 16.00
Capital:	
N. C. P. A. Fund	
Balance	\$ 9,528.30
Institute Fund Balance..	29,087.18
Total Liabilities	<u>\$38,631.48</u>

Note: A pledge of \$2,000 for the building fund is not included above because it is contingent upon the erection of the building.

EXHIBIT B

THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

Chapel Hill, North Carolina
PRESENTATION OF INCOME AND CAPITAL
FOR THE YEAR 1948

Income

Dues:	
Year 1948	\$10,162.00
Year 1947	282.00
New Members	500.00
Student Members	198.00
Total Dues	<u>\$11,142.00</u>
Advertising	5,496.44
Contributions to Institute	
Building Fund	4,777.13
Interest Earned on Institute	
Building Fund	585.00
Contributions to Institute	
Endowment Fund	2,000.00
Veterans Administration	
Service Charges	1,935.65
Sale of Fair Trade Books.....	1,411.35
Fair Trade Mailing Fees.....	975.00
Convention Revenue over	
Expense	321.04
Subscriptions to Journal	149.00
Other Income	139.88
Total Income	<u>\$28,932.49</u>

Expense

Salaries:

W. J. Smith, Secretary-Treasurer.....	\$ 5,000.00
Mrs. W. J. Smith.....	1,800.00
Marion Seiler	927.05
F. O. Bowman, Attorney	
(Includes fees)	125.00
Elizabeth Napier	25.00
C. M. Andrews	50.00

Total Salaries\$ 7,927.05

Printing Journal	5,659.87
Public Relations—net	1,038.93
Postage and Express	1,032.09
Printing—General	802.37
Fair Trade Mailings	651.99
Travel	551.38
Office Supplies	474.32
Telephone and Telegraph	203.92
Photographs	221.00
Cosmetic School Expense—net	119.58
Auditing	115.00
President's Account	100.00
Addressograph Expense	84.44
Other Expense—net	32.11

Total Expense\$19,014.05

Net Income for Year.....\$ 9,918.44

Add Capital at Beginning

of Year28,755.77

Total\$38,674.21

Less Adjustments to Prior Years.....54.73

Total Capital to Balance Sheet.....\$38,615.48

Membership

Membership of the N. C. P. A., on September 1, 1949, totaled 1,162 members distributed as follows: 794 Regular Members; 130 Associate Members; 189 Student Branch Members; 43 Life Members; 6 Honorary Members.

On June 1, 1948 our membership total stood at 1,010, thus in a period of 14 months, 152 new members have been added to the rolls. Our ratio of members per store when considered in the light of our dues schedule (\$8 for non-owners; \$20 for owners) is believed to be the best in the country.

The dues-paying record of our members is extraordinarily good. On February 1 of this year not a single member owed dues for 1948. Contrast this with years in the past, when a quarter of our members would be in arrears for one, two, and three years.

Mr. Wade A. Gilliam, who conducted the "Rite of the Roses" earlier in this meeting, reported the loss of ten members since our last annual assembly at Carolina Beach. The deceased list follows:

Aaron T. Sallings, Wilmington, August 18

R. M. Rimmer, Franklin, September 1

Walter T. Airheart, Concord, October 9

Reece C. Harville, Gastonia, November 29

John Denby Hall, Scotland Neck, January 1

Fitz L. Smith, Brevard, January 5

Charles M. Williamson, Concord, February 24

L. R. Wilson, Lowell, March 10

W. B. Wilson, Hendersonville, March 10

G. E. Rancke, Lumberton, March 19

The Woman's Auxiliary, with a membership of 500 (largest of its type in the entire country, and The Traveling Men's Auxiliary, with a membership of 325, are of tremendous help in supplementing the work of the Association. Members of these two organizations are ever ready to assist, both in time and money.

The main project of The Woman's Auxiliary is the "Loan Fund" at the University. The Fund now amounts to approximately \$6,000 and is growing at the rate of \$900 a year. The work of the various local auxiliaries has been an important element in maintaining interest of members throughout the year, and has directly benefited many worthy causes.

The Traveling Men's Auxiliary concentrates on the annual meetings by assisting with the entertainment, by publicizing the meetings, and in general assisting in the promotion of all Association work. The T. M. A. has contributed to The Research Foundation and has pledged support to the Institute of Pharmacy.

It has been a pleasure to work with President Ham. He has been most cooperative in working with various committees, and as an individual, has distinguished himself for his willingness to work day and night in order to effectively discharge his duties. It is a source of satisfaction to the Secretary to know that Mr. Ham will continue with us as a member of the Executive Committee and as Chairman of the Institute of Pharmacy Building Committee.

Our incoming president, Mr. J. C. Jackson, is noted for his ability to deal with problems, quickly and effectively. He brings to the Association a wealth of experience, both as a pharmacist and as a member of the State Board of Health. We are confident that under his guidance the Association will further expand its program and will complete some projects already underway.

As originally stated, this report is a summary of the work of others . . . of the officers of the Association, of the executive committee, the county chairmen, the officers and members of the auxiliaries . . . of hundreds of pharmacists and persons interested in the progress of pharmacy who, at considerable sacrifice, came when called, labored when asked to do so, and did this willingly. To this group who remain unnamed but nevertheless all important to the functioning of the Association, this report is dedicated.

Report of the Executive Committee

W. J. SMITH

Two scheduled meetings of the N. C. P. A. Executive Committee were held during the past year.

The first of these meetings was held in Chapel Hill on November 10, 1948. Business transacted at that time was reported in detail in the

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Ashland Camera Shop, Ashland, Va.
B & M Drug Co., Crewe, Va.
Basarts Drug Store, Greenville, N. C.
Baxter's, New Bern, N. C.
Bells Drug Store, Greenville, N. C.
Boyd's Camera Shop, Fayetteville, N. C.
Brame Drug Store, N. Wilkesboro, N. C.
Bunch Drug Store, Goldsboro, N. C.
Butler & Carroll Drug Co., Dunn, N. C.
Bynum's Drug Store, New Bern, N. C.
Campbell Pharmacy, Hamlet, N. C.
Carolina Rexall Store, Wadesboro, N. C.
Clark's Pharmacy, Williamston, N. C.
Coleman Walgreen Agency, Jacksonville, N. C.
Connell's Drug Co., Henderson, N. C.
Culpepper Book Store, Culpepper, Va.
Dameron Drug Store, Tabor City, N. C.
Davis Pharmacy, Williamston, N. C.
Day's Drug Store, Spruce Pine, N. C.
Edwards Drug Store, Wake Forest, N. C.
Edwards Pharmacy, Ayden, N. C.
Emporia Drug Co., Emporia, Va.
Evans Pharmacy, Dillon, S. C.
Everington Drug Store, Laurinburg, N. C.
W. B. Fearing, Manteo, N. C.
Fox Drug Co. Inc., Rockingham, N. C.
Fremont Drug Co., Fremont, N. C.
Goldsboro Drug Co., Goldsboro, N. C.
Hall Drug Co., Scotland Neck, N. C.
Haney's Pharmacy, Waynesboro, Va.
Hilton Pharmacy, Hilton Village, Va.
Hobby Center, Newport News, Va.
Homes Pharmacy, Bowling Green, Va.
H. R. Horne & Sons, Fayetteville, N. C.
Howell Drug Co., Raeford, N. C.
Hughes Drug Co., Ashland, Va.
Jay Bee Drug Co., Dillon, S. C.
Johnson Drug Co., Smithfield, N. C.
Jones Drug Co., Franklin, Va.
Jones Pharmacy, White Stone, Va.

Lenoir Drug Store, Lenoir, N. C.
Lincoln Cut Rate Drugs, Inc., Lincolnton, N. C.
Louisa Drug Co., Louisa, Va.
Matthews Drug Co., Roanoke Rapids, N. C.
McIntyre Drug Co., Dillon, S. C.
Miller's Camera Shop, Williamsburg, Va.
Mineral Drug Store, Mineral, Va.
Mitchener's Pharmacy, Edenton, N. C.
Montgomery Drug Co., South Hill, Va.
Morehead City Drug Co., Morehead City, N. C.
Nansemond Drug Co., Suffolk, Va.
Parker's Drug Store, Henderson, N. C.
Pettus Garland Drug Co., South Hill, Va.
Ragsdale Studio, Chase City, Va.
Ramseur Pharmacy, Ramseur, N. C.
Red Springs Drug Co., Red Springs, N. C.
Rice's, Kilmarnock, Va.
Ricks Drug Co., Rocky Mount, N. C.
Ricketts Drug Store, Orange, Va.
Ridenour Studio, Fayetteville, N. C.
Rock Drug Co., Valdese, N. C.
Rosemary Drug Co., Roanoke Rapids, N. C.
Scotland Drug Co., Laurinburg, N. C.
Louis Selig, Elizabeth City, N. C.
Selma Drug Co., Selma, N. C.
Souder's Pharmacy, Fayetteville, N. C.
Spencer Drug Co., Blackstone, Va.
E. M. Stratton, Gordonsville, Va.
Wakelon Drug Co., Zebulon, N. C.
Ward Drug Company, Nashville, N. C.
Warren's Drug Store, Greenville, N. C.
Warsaw Drug Co., Warsaw, N. C.
Watkins Wood Drug Co., Emporia, Va.
White's Pharmacy, Hilton Village, Va.
Windsor Pharmacy, Windsor, N. C.
Woolard's, Henderson, N. C.
Zoeller Drug Co., Tarboro, N. C.

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December, 1948, issue of THE CAROLINA JOURNAL OF PHARMACY, hence is omitted here.

The second meeting, held in Raleigh on January 19, 1949, was reported in the February, 1949, issue of THE CAROLINA JOURNAL OF PHARMACY.

It is the Committee's belief that immediate publicity should be given to its activities rather than delaying its complete report for the Year Book.

Members of the Committee for 1948-1949 were J. C. Jackson, Lumberton; E. C. Daniel, Zebulon; T. Roy Burgiss, Sparta; W. A. Gilliam, Winston-Salem; W. R. McDonald, Jr., Hickory; T. J. Ham, Jr., Yanceyville; and W. J. Smith, Chapel Hill.

The report of the Resolutions Committee was heard. This was printed in the May issue of THE CAROLINA JOURNAL OF PHARMACY, and is omitted here.

Mrs. M. L. Jacobs, retiring president of the Woman's Auxiliary brought greetings and expressed the appreciation of the Auxiliary for the cooperation of the N. C. P. A. She reported briefly on the year's activities, and pledged the continuing support of the Auxiliary.

The Committee on Time and Place recommended that the time and place of the 1950 meeting be left to the Executive Committee.

The report of the Nominating Committee was heard, and was adopted as submitted.

Report of the Nominating Committee

We, the undersigned members of the Nominating Committee, submit to you the following slate of officers for the year 1950-1951:

For President:

W. R. McDonald, Jr., Hickory
O. K. Richardson, Boone

For First Vice-President:

J. Paul Gamble, Monroe
A. K. Hardee, Jr., Charlotte

For Second Vice-President:

W. B. Gurley, Windsor
B. R. Ward, Goldsboro

For Third Vice-President:

A. P. Turnmyre, Mt. Airy
W. A. Ward, Swannanoa

For Member Executive Committee (3 year Term):

J. C. Jackson, Lumberton
George W. McLean, Clinton

For Member of Board of Pharmacy (5 Year Term):

W. T. Glass, Jr., Wilmington
R. N. Watson, Sanford

Director of Research Foundation (2 Directors):

Paul B. Bissette, Wilson
John A. Goode, Asheville
I. T. Reamer, Durham
P. J. Suttlemyre, Hickory

Respectfully submitted,

W. L. West, Chairman
E. C. Daniel
John C. Hood
R. P. Lyon
A. N. Martin
Ralph P. Rogers
Sam E. Welfare

The following officers were installed to serve for 1949-1950: J. C. Jackson, President; W. R. McDonald, Jr., First Vice-President; J. P. Gamble, Second Vice-President; W. B. Gurley, Third Vice-President.

In accepting the gavel, President Jackson spoke briefly to the group.

First I would like to express my deep appreciation to the members of the North Carolina Pharmaceutical Association for your vote of confidence in electing me to this high office as your President. I shall endeavor to perform the duties of this office in such a manner as to justify your confidence.

The North Carolina Pharmaceutical Association has had some very able leaders in the past. These men have done much for higher ideals and standards of Pharmacy.

There are many things that we hope to do this year. Our past president has recommended a good program. We have passed some good resolutions. These things can only be accomplished by the cooperation of our members.

When you are called upon to serve your Association in any capacity, I plead with you to accept with this thought in mind—that only through the united efforts of all officers, committees, and members can our Association go forward.

It is my desire to give to the Association a year of service. I hope to see many of you during the year. I want you to feel free to call on me for any assistance that I may render to you. We have a big State but I will try to cover it.

I ask again that you give me the same splendid cooperation that you have given President Ham during his successful administration.

The 69th Annual Convention of the North Carolina Pharmaceutical Association was then declared adjourned.

THE CONSTITUTION AND BY-LAWS

CONSTITUTION

ARTICLE I—NAME

This Association shall be called the North Carolina Pharmaceutical Association.

ARTICLE II—OBJECT

The aim of this Association shall be to unite the reputable pharmacists and druggists of this State for mutual assistance, encouragement, and improvement, and to advance the science and art of pharmacy, and thereby restrict the dispensing and sale of medicine to properly qualified pharmacists and druggists.

ARTICLE III—MEMBERSHIP

This Association shall consist of active, associate, life and honorary members.

ARTICLE IV—OFFICERS

The Association shall have the following officers: A President, three Vice-Presidents; a Secretary-Treasurer; an Assistant Secretary-Treasurer; a Local Secretary; and an Executive Committee of seven members, all of whom shall hold office until their successors are elected and have qualified. The President, three Vice-Presidents, and one member of the Executive Committee shall annually be elected by ballot. The Secretary-Treasurer, the Assistant Secretary-Treasurer and the Local Secretary shall be elected annually by the Executive Committee. The President, two ranking Vice-Presidents, and the Secretary-Treasurer shall be *ex-officio* members of the Executive Committee.

(Amended 1930.)

ARTICLE V—AMENDING CONSTITUTION

Every proposition to alter or amend this Constitution shall be submitted in writing and received at an annual meeting, and may be voted on at the next annual meeting, when, upon receiving a vote of three-fourths of the members present, it shall become a part of the Constitution.

The By-Laws may be altered or amended by a submission of the proposed change at one session and a favorable vote of three-fourths of the members present at a succeeding session of the same regular meeting.

(Amended 1935.)

BY-LAWS

ARTICLE I—ELECTION OF OFFICERS

Section 1. A Nominating Committee of seven members shall be annually chosen by the President charged with the duty at each annual convention of selecting candidates for the offices of President, three Vice-Presidents, one member of the Executive Committee, one member of the N. C. Board of Pharmacy, and two Directors of the N. C. Pharmaceutical Research Foundation, Inc.

(Amended 1930, 1948, 1948.)

Sec. 2. The Nominating Committee shall submit at the last session of each annual convention the names of two or more persons as candidates for each of the offices of President, First Vice-President, Second Vice-President, Third Vice-President, Member of the Executive Committee, Member of the N. C. Board of Pharmacy, and four or more persons as candidates for two Directorships of the N. C. Pharmaceutical Research Foundation, Inc. Additional nominations may be made from the floor. These names are to be submitted by the Secretary-Treasurer by mail to every member of the Association within one month after he receives them, together with the request that the members indicate their preference on a ballot enclosed for that purpose, and return the same by mail within one month.

(Amended 1938, 1947, 1948.)

Sec. 3. The ballots received as indicated in the preceding article are to be received and sent by the President to a Board of Tellers, composed of three members to be appointed by the President. This Board shall count as votes in the annual election only those ballots received from members whose dues have been paid for the current year, and who in turn shall certify to the Secretary-Treasurer the result of the election, after which the latter shall be published.

(Amended 1938.)

Sec. 4. The officers thus elected by a plurality of the votes cast shall be installed at the final session of the next annual meeting.

(Added 1927.)

ARTICLE II—DUTIES OF OFFICERS

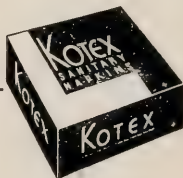
Section 1. The President shall preside at all meetings, and administer the rules of



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comfort you've hoped for
... the downy softness
that holds its shape ...
the extra confidence you've
needed—are all yours
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order usual in deliberative assemblies. He shall nominate all special committees, except a majority of the members present resort to balloting or other means. He shall sign the certificates of membership and counter-sign all orders upon the Secretary-Treasurer. He shall present at each annual meeting a report of the operations of the Association during the year and suggest such subjects for its benefit as he may deem worthy of notice.

Sec. 2. The Vice-President shall in case of temporary absence or inability of the President to serve, perform his duties in the order of their rank. In case of the death, resignation, removal from the State, or disability of any officer or member of the Executive Committee, the Executive Committee shall be empowered to fill the vacancy and the person so elected shall serve until his successor has been regularly elected and qualified.

(Amended 1938.)

Sec. 3. The Secretary-Treasurer shall keep a fair and correct record of all the proceedings of the Association. He shall keep on file all papers and reports read. He shall be charged with all correspondence, and with the editing, publishing and distributing of the Proceedings of the Association, under the directions of the Executive Committee. He shall notify all members four weeks in advance of each annual meeting, and at each annual meeting render a report of the duties performed by him since the last annual meeting. He shall furnish the Chairman of every Special Committee with a list of its members. He shall be *ex-officio* a member of the Executive Committee.

Sec. 4. The Secretary-Treasurer shall collect and have charge of all funds of the Association, except such funds as are officially delegated to a standing committee. He shall give bond in the sum of three thousand dollars for the faithful performance of his duties. The bond must be acceptable to the Executive Committee and placed in the custody of the President, who shall deliver it to his successor. A Certified Public Accountant shall be engaged annually to audit the financial accounts of the Secretary-Treasurer. The Secretary-Treas-

urer shall hold and issue the certificates of membership. He shall report to the Executive Committee, previous to each annual meeting, the names of those members who have failed to pay their dues for two successive years. He shall keep a list of the names, residences, and dates of entrance of each member, and furnish a list of the same at the close of each annual meeting for publication. He shall preserve all applications for membership. He shall pay all bills when countersigned by the President, and at each annual meeting render an itemized statement of his account.

(Amended 1938.)

Sec. 5. The Local Secretary shall act under instructions from the Secretary-Treasurer.

Sec. 6. The Assistant Secretary-Treasurer shall aid the Secretary-Treasurer in the performance of his duties, and in the absence of the latter shall serve in his stead

(Added 1924.)

ARTICLE III—OF COMMITTEES

Section 1. There shall be seven standing committees; an Executive Committee of seven members; a Committee on Trade Interest, a Committee on Papers and Queries, and a Committee on Practical Pharmacy and Dispensing, each to consist of three members; a Resolutions Committee of five members; a Legislative Committee of seven members together with such non-voting auxiliary members as the President may deem it wise to appoint; and a Fair Trade Committee of seven members; all to be elected or appointed annually, according to the will of the Association.

(Amended 1938.)

Sec. 2. The Executive Committee is charged with the following duties: the election annually of a Secretary-Treasurer, an Assistant Secretary-Treasurer, and a Local Secretary; the annual revision of the roll of members; the investigation of applications for membership; the publication and distribution to all members of the annual proceedings; the reporting at each annual meeting of members in arrears for two years; the preparation of appropriate notices of deceased members; and it shall also have general charge of and final authority over all affairs of the Association

which are not specifically provided for elsewhere in the By-Laws, and report in writing annually its complete proceedings to the Association.

(Amended 1924, 1925.)

Members of the Executive Committee, other than members *ex-officio*, shall be elected to serve for a term of three years
(Added 1930.)

Sec. 3. The Committee on Trade Interests shall consider all matters of a trade or commercial nature referred to it, and render a report thereon at such time as may be directed. This committee may make annual reports and suggest remedies of such trade or commercial irregularities as it may deem worthy thereof.

Sec. 4. The Committee on Papers and Queries shall receive all papers or essays for the Association, and designate which of them shall be read at length and which by title. It shall, in connection with the Secretary-Treasurer, arrange the time which may be most appropriate and convenient for presenting them. This Committee annually shall report within three months after its election or appointment a proper number of questions of scientific and practical interest, the answer to which may advance the interest of pharmacy; and shall procure the acceptance of as many such questions for investigation and reply as may be practicable; and in other ways induce the presentation of papers and essays.

Sec. 5. The Committee on Practical Pharmacy and Dispensing shall present to each convention scientific papers for study. It shall also bring before the delegates the experiences of druggists with everyday problems in the laboratory, in prescription compounding, and in research work.

(Added 1924.)

Sec. 6. The Committee on Resolutions shall meet together before each convention and decide on matters upon which the organization should take a public stand. The members shall then present to the delegates in regular session a carefully thought out program which may be accepted, amended, or rejected as the collective judgment of the convention may decide.

The Committee shall receive all resolutions as may be referred to it for study at

any annual meeting, and submit to the delegates in regular session of the same meeting its recommendations for adoption, rejection, or amendment of such resolutions.

(Added 1924.)

Sec. 7. It shall be the duty of the Legislative Committee to use its efforts in sponsoring the passage of such legislation as the Association in convention assembled may specifically recommend, and to oppose such legislation as the Association in convention assembled specifically resolves to oppose. If during the intervals between meetings of the Association, unanticipated legislative developments occur, the Legislative Committee shall ask for a called meeting of the Executive Committee in order that the latter committee may act officially for the Association in advising, approving, or opposing such measures or methods as the Legislative Committee may present. The Legislative Committee shall submit in writing annually an itemized financial report of receipts and expenditures together with a summary of its proceedings to the Executive Committee. The latter Committee may use its discretion in withholding any information which it deems unwise or unnecessary to publish. With this qualification, the report shall be presented to the Association by the Chairman of the Legislative Committee or his appointed representative.

(Added 1938.)

Sec. 8. It shall be the duty of the Fair Trade Committee to formulate and execute such policies and practices pertaining to Fair Trade laws as its own judgment supported by a study of systems in other states may dictate as wise. The Committee shall meet not less than twice each year at the call of the Chairman. Before the Committee makes commitments of funds in excess of its present or immediately available assets, it shall first secure the consent of the Executive Committee. The Committee shall render a financial and general report annually to the Association. Between annual conventions it shall render *ad interim* reports to the Executive Committee if the latter Committee shall deem it necessary to be in possession of such reports.

(Added 1938.)

ARTICLE IV—OF MEMBERSHIP

Section 1. Every pharmacist and druggist residing in the State, of good moral standing, who is registered or is eligible to registration as a Registered Pharmacist under the Pharmacy Act of this State, of which satisfactory evidence shall be produced or shown to the Executive Committee, may become a member of this Association.

Any person, residing in the State, who possesses license as an Assistant Pharmacist, or who has had not less than three years experience in compounding drugs, or who has graduated from a reputable college of pharmacy, may, upon furnishing proof of his eligibility, become an associate member subject to the same fees and regulations that govern registered members. Associate members may not hold office, but may enjoy all other privileges of membership.

(Amended 1925.)

Any member of a Student Branch of the Association, upon furnishing proof of his eligibility, may become an associate member of the Association. Such a member may not hold office or vote for officers but may enjoy all other privileges of membership.

(Added 1936.)

Sec. 2. Any person eligible to membership may apply in writing, with the endorsement of two members in good standing, to any member of the Executive Committee, who shall report his application to said Committee; if, after investigating his claims, they shall approve his election, they shall, at the earliest time possible, report his name to the Association, and he may be elected by a two-thirds vote of the members present on ballot.

Members may also be admitted at any time by making application to the Secretary-Treasurer, with the endorsement of two members in good standing and accompanied by the initiation fee and dues for a year, said application to be approved by the Secretary-Treasurer and the Chairman of the Executive Committee, when the membership certificate will be issued.

(Amended 1915, 1924, 1940.)

Sec. 3. No person shall be considered a member of this Association until he has signed the Constitution and By-Laws and

paid into the treasury the sum of \$1 as an initiation fee, also, the annual contribution for the current year. All persons who become members shall be considered permanent members, but may be expelled for improper conduct by a vote of three-fourths of the members present at any annual meeting.

Sec. 4. Every member shall pay in advance into the hands of the Secretary-Treasurer the sum of twenty dollars as his yearly contribution, except that those not financially interested in a drug business shall pay eight dollars, and except that members of a Student Branch shall pay one dollar. In case a drug store or pharmacy is owned by a partnership, the first partner shall pay the proprietor's rate of \$20; the second partner shall pay one-half the proprietor's rate or \$10 yearly. A proprietor owning more than one drug store or pharmacy shall annually pay \$20 per drug store or pharmacy.

Any one in arrears at any annual meeting shall not be entitled to vote, and any one neglecting to pay his annual dues for two successive years shall be liable to lose his membership. Members complying with the preceding section of this article are entitled to certificates of membership, signed by the President, a Vice-President, and the Secretary-Treasurer. Ex-members, who are so from omissions to pay their dues, desiring to re-unite with the Association, may do so by applying in writing to the Secretary-Treasurer and paying into the funds of the Association the sum of two years' dues when they were members and the dues for the current year; whereupon their names shall be placed upon the roll.

(Amended 1924, 1933, 1936, 1945.)

Sec. 5. Any member, not in arrears, moving to another State and once in two years reporting to the Secretary-Treasurer his address, shall be regarded as a non-resident member of this Association, and it is hereby provided that such failure to report shall be sufficient warrant for the Secretary-Treasurer to drop the name of such non-resident member from the roll of membership. Non-resident members shall not be eligible to hold office nor be required to contribute to the funds of the Association, but they shall

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have the privilege of attending the meetings and participating in the deliberations.

Sec. 6. A registration fee shall be paid by each person participating in the affairs of the annual convention. The amount of such fee shall annually be fixed by the Executive Committee.

(Added 1924.)

Sec. 7. Any regular member in good standing is eligible for a life membership and thereafter be exempt from all future annual dues. The cost of such membership may be changed from time to time upon recommendation of the Executive Committee provided each such change recommended is approved by three-fourths vote of the members present at a regular meeting, and provided further that the sum shall never be less than fifty dollars. The present fee shall be \$250.00.

(Amended 1920, 1936, 1945.)

ARTICLE V—OF MEETINGS

Section 1. The meetings shall be held annually, or from time to time, as the Association may determine, provided that in case of failure of this from any cause the duty of calling the Association together shall devolve upon the President, or on the Vice-Presidents, with the advice and consent of the Executive Committee. Special meetings may be held upon the written request of fifteen members, who shall state the purpose thereof, and only such matters shall be considered at the meeting.

(Amended 1914.)

Sec. 2. At the opening of each annual meeting, in the absence of the President, or Vice-Presidents, one of the Executive Committee shall take the chair. In the absence of all, a President *pro tempore* shall be elected by the members present. In the absence of the Secretary-Treasurer, the Assistant Secretary-Treasurer shall act in his stead. In the absence of the latter the residing officer shall appoint a Secretary *pro tempore*.

Sec. 3. Fifteen members constitute a quorum.

ARTICLE VI—OF BRANCHES

Section 1. There shall be a Students' Branch within the Association, the membership of which shall be composed of and limited to regularly enrolled students in the School of Pharmacy of the University

of North Carolina. The Branch must organize itself, elect a president, a secretary, and a treasurer. These officers shall be responsible to the Secretary-Treasurer of the Association for funds collected as annual dues. It shall have a Constitution and set of By-Laws that shall be approved by the Executive Committee of the Association. No action taken by such Branch shall bind the Association in any way save when a proposed action is submitted as a recommendation to the Executive Committee prior to the annual meeting. If the Executive Committee gives its approval the recommendation may be submitted first to the general membership at a regular meeting and then assigned to the Committee on Resolutions for study and report in the usual manner.

(Amended 1938.)

Sec. 2. When a member of the Students' Branch becomes licensed as a pharmacist or becomes eligible for license he may be admitted to regular membership, provided he pays the additional fees required of such a membership, and provided he submits satisfactory evidence in writing to the Executive Committee of his eligibility for such a membership.

(Added 1936.)

ARTICLE VII—OF DELEGATES

Section 1. The President shall annually appoint five delegates to the American Pharmaceutical Association; five to the National Association of Retail Druggists; and three to the North Carolina State Medical Society. The delegates shall present their reports at the next annual meeting of the Association. Delegates shall be entitled to appoint alternates.

ARTICLE VIII—ORDER OF BUSINESS

1. Roll Call.
2. Reading of minutes.
3. Election of new members.
4. Presentation of new members present.
5. Presentation of visiting delegates, etc.
6. Reports of officers.
7. Reading of communications.
8. Reports of standing committees.
9. Miscellaneous business.
10. Unfinished business.
11. Election of officers.
12. Presentation of new officers.
13. Adjournment.

ENTERTAINMENT

The excitement of Registration and greeting friends was heightened by a tea on the opening afternoon of the convention. Sponsored by the Woman's Auxiliary, it was under the direction of Mrs. J. B. Threatt of Durham, assisted by a committee of Durham ladies.

On Wednesday morning a Golf Tournament, sponsored by the Traveling Men's Auxiliary, got under way at Hope Valley Club.

At the conclusion of the Woman's Auxiliary business session on Wednesday morning, they were taken to Chapel Hill by bus to be guests of Southern Dairies at a beautiful luncheon at the Carolina Inn. Mrs. E. A. Brecht was general chairman for the luncheon, and she was assisted by several Chapel Hill ladies, including members of the Prize Committee.

During Wednesday afternoon tours of Chapel Hill were conducted, with headquarters at Howell Hall of Pharmacy.

In the late afternoon the B. C. Remedy Company and the School of Pharmacy were hosts at a barbecue held on the lawn of Howell Hall.

The guests then went to Hill Music Hall where Justice Drug Company sponsored an evening of outstanding variety entertainment by the University of North Carolina talent.

On Thursday the ladies were guests of Peabody Drug Company and the W. H. King Drug Company at a luncheon at Hope Valley Club.

At eight in the evening the Traveling Men's Auxiliary entertained with their party—featuring “Dr. Meff and his Madhouse of Mystery” and music by Roy Cole and his orchestra.

Of special mention is the courteous service and friendliness of the men at the Coca-Cola fountain and at the Lance booth. These have become such familiar adjuncts to the convention that we would be at a loss to put on the annual meeting without them.

An important event during the convention was the presentation of the portrait of John Grover Beard, former dean of the School of Pharmacy, on Wednesday afternoon. The ceremony was held in the Library

of the School of Pharmacy. The presentation was made by C. C. Fordham, Jr., and the acceptance by Dean M. L. Jacobs.

The guests at the convention were appreciative of the many courtesies shown them. We are especially grateful to the people of Durham who were so very kind and hospitable. To the manufacturers furnishing prizes and gifts for the ladies go our thanks, as well as to Parke, Davis & Company for a cash contribution to be used toward the expenses of the convention. To the advertisers in the Program Issue of the CAROLINA JOURNAL OF PHARMACY we also wish to express our thanks. In fact, to everyone who had even the smallest part toward making the convention a success, we wish to extend the heartiest “Thank You” possible.



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NORTH CAROLINA PHARMACEUTICAL ASSOCIATION ROLL OF MEMBERS

Listing corrected to September 1, 1949
Small Capital letters denote Life Members

A

Abernethy, Joseph Graham	Elkin
Adair, Walter Holmes	Roxboro
Adams, Edward Clarence	Gastonia
Adams, Wilbur Royster	Carolina Beach
Adams, Will J.	Bryson City
Adkinson, Newton Frank	Avondale
Ahrens, Adolph George	Wilmington
Alderman, Jacob LeRoy	Garner
Allen, Charles Henry	Winston-Salem
Allen, Harry H., Jr.	Cherryville
Allen, John Watson	Fair Bluff
Anderson, Carolyn Cox	Lansing, Mich.
Andes, Garrette Earl	Wadesboro
ANDREWS, CHARLES McDONALD	Burlington
Andrews, John Puett	Winston-Salem
Andrews, Richard Homer	Burlington
Andrews, Wesley Thompson	Charlotte
Arnold, Brodie Duke	Raleigh
Austin, Beverley Newton	Shelby

B

Bain, Jones Douglas	Clayton
Baker, Horace	Mt. Airy
Baker, Walter Presley	Raeford
Ballew, James Gordon	Lenoir
Barbour, Joseph Parker	Burlington
Barefoot, Lexie Glenn	Asheville
Barnes, Ben Shaw	Kinston
Barnhardt, Manlus Ray	Rockwell
Barringer, Harry Alexander	Concord
Basart, Jasper Martin	Greenville
Beavans, Samuel Clark	Enfield
Beddingfield, Charles Herman	Clayton
Beddingfield, Charles Herman, Jr.	Clayton
Beddingfield, Edgar Theodore	Clayton
Bell, Frank Roland	Beaufort
BENNETT, KELLY EDMOND	Bryson City
Benson, Ernest Stuart	Wilmington
Benson, Harley Oneil	Angier
BERNARD, GERMAIN	Durham
BEST, JOHN HARPER	Greensboro
Betts, John Alvin	Lumberton
Biggs, John W. S.	Greenville
Bigham, Russell Hemphill	Lexington
Birmingham, John Steele	Hamlet
Bishop, Howard Lewis	Asheville
BISSETTE, PAUL BRANCH	Wilson
Bissette, Paul Branch, Jr.	Wilson
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Black, Oliver Randolph	Bessemer City
Black, Samuel Norman	Asheboro
Blanton, Charles Donald	Kings Mountain
Blue, D. Adolph	Carthage
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Bobbitt, Hilliard Fletcher	Glen Alpine
Boger, Richard Albert	New Bern
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Brame, Philip Augustus	North Wilkesboro
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Brantley, John Calvin, Jr.	Raleigh
Brantley, William C.	Wilmington
Brecht, Edward A.	Chapel Hill
Brewer, Marsha Hood	Kinston
Brinkley, Clifton Scott	Winston-Salem
Brison, John Edgar	Gastonia
Brison, Samuel Pressly	Belmont
Britt, Grady	Raleigh
Britt, Lawrence	Wilmington
Brodie, Thomas Lewis	Burlington
Brooks, C. McLane	Monroe
Brooks, Frank Gibbons	Siler City
Brookshire, Lorain Balfour	Asheville
Brown, John Herndon	China Grove
Brown, William Colfax	Greensboro
Browning, Alton Cain	Greensboro
Browning, David Benjamin	Kinston
Bruce, Thomas Milton	Hot Springs
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Buchanan, Robert Augustus	Greensboro
Buffaloe, John Mack	Raleigh
Buhmann, Walter L.	Asheville
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Bunch, Luther Elmo	Goldsboro
Bunn, Richard Speight	Elizabeth City
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Burrus, Samuel Brainard	Canton
Burt, Milton Stanley	Durham
Burwell, William Armistead	Raleigh
Butler, Alman Byron	Clinton
Bynum, Carney W.	New Bern
Byrd, Clement	Wilmington

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Caldwell, Palmer Lee	Wilmington
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Carswell, Ransom Fred	Winston-Salem
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 Lamm, Lewis Marion.....Mt. Airy
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 Lanier, LeRoy, Jr.....Wallace
 Lasley, Charles Glenn.....Draper
 Lazarus, Joseph.....Sanford
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Miller, Clarence Mason	Wallace
Miller, Robert Edward	Wilmington
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Mitchell, Clarence Eugene	Highlands
Mitchell, Henry Gaither	Burlington
Mitchell, Thomas Wayne	Kinston
Mitchener, James W.	Hertford
Mitchener, John Agrippa, Jr.	Edenton
Mock, Charles Henry	Boone
Montague, George Washington	Durham
Montesanti, Joe, Jr.	Southern Pines
Moore, Milton Alvin	Tarboro
Moose, George Kelly	Boone
Moose, Hoy Archibald	Mt. Pleasant
Moose, Walter Lee	Greensboro
Morgan, George D.	Henderson
Morton, William Alexander	Salisbury
Moss, Fred Morris	Gastonia
Mullen, L. B.	Asheville

Muratori, Francis	Raleigh
Murchison, Ernest Edwin	Rocky Mount
Murphy, John Carpenter	Charlotte
Murrell, Harry Thomas	Maxton

N

Nance, John Sanford	Charlotte
Negron, Ida Aponte	Raleigh
Neil, Joseph Walton	Charlotte
Nelson, Stacy Gordon	Aulander
Neville, Augustus, Jr.	Spring Hope
Newsome, Henry C.	Winston-Salem
Nicholson, Archie Thomas	Tarboro
Nicholson, Elliott Nolley	Murfreesboro
Nicholson, Michael Albright	Troy
Norman, James Pierce	Greensboro
Nowell, William Robert	Wendell

O

Oakley, Calvin Sneed	Mebane
Oakley, Curtis Hill	Roxboro
O'Daniel, James Sydney	Hickory
O'HANLON, EDWARD WILKINS	Winston-Salem
Oliver, Elery Watson	Greensboro
Overman, Harold Speight	Elizabeth City
Owens, Thurman Quinton	Whiteville
Oxner, George Lever	Greensboro

P

Pace, Thomas Aiken	Hendersonville
Padgett, Hughel Faxton	Durham
Page, Clarence Eugene, Jr.	Henderson
Palmer, Archibald William	Sanford
Parker, Richard Smith	Murphy
Parker, Walter Wellington, Jr.	Henderson
Parks, William Allen	Fort Mills, S. C.
Parrish, Leland Frederic	Rocky Mount
Pearce, Joseph H.	Asheville
Pegram, Addie Bradshaw	Apex
Petrea, Fred Smith	Greensboro
Phifer, Bascom Rommie	Spencer
Phillips, Millard Brown	Albemarle
Phillips, William Penn	Morganton
Pickard, Jefferson Franklin	Greensboro
Pickard, John Milton	Durham
Pierce, J. Stanley	Rocky Mount
Pike, Joseph William, Jr.	Concord
Pilkington, Edward Lee, Sr.	Goldsboro
Pinnix, William Maple	New Bern
Pittman, James Harper	Fayetteville
Pittman, Rudolph	Kenly
Plemmons, Donald Alton	Asheville
Polk, John Bunnie	Durham
Porter, Charles Davis	Concord
Pressly, Charles Payson	Charlotte
Price, Hubert Graham	Raleigh
Price, Samuel Howard	Mooreville
Proctor, William Vinson	Charlotte
Provo, Jean Bush	Raleigh
Puckett, W. Moorefield	Apex
Pugh, Edward Stuart	Windsor
Purcell, David Craig	Salisbury
PURCELL, SAMUEL MITCHELL	Salisbury

R

Rachide, Albert Paul	Havelock
Rancke, John McMillan	Lumberton
Rand, Thomas Reid, Jr.	Raleigh
Ranzenhofer, John Arthur	Burgaw
Ratley, Warren Archie	Goldsboro
Ray, Erwin Linwood	Asheboro
RAY, FREDERICK, JR.	Jonesboro
Reamer, I. Thomas	Durham
Reaves, Hallie Craven	Asheboro
Register, Milton Otis	Clinton
Rhem, John F.	Wilmington

Rhodes, James Frederick	Winston-Salem	Slayton, Thomasine	Murphy
Rhyne, Clarence Little	Charlotte	Sloan, William Lee	Chapel Hill
Rhyne, Wayne Frank	Gastonia	Smith, Claude Norman	Washington, D. C.
Rice, Leslie Davis	Maxton	Smith, George Washington	Chapel Hill
Rich, Harold Clayton	Garland	Smith, Henry Edwin	Winston-Salem
Richardson, Luther Wyatt	Goldsboro	Smith, James Grey	Stokesdale
Richardson, Odell Kellie	Boone	Smith, James P. Fillmore	West End
Richardson, Wayne Robert	Boone	Smith, Leon	Kannapolis
Ridenhour, Davidson Giles	Mt. Gilead	Smith, Leon Wriston, Jr.	Kannapolis
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Rimmer, Eugene Freeland	Sanford	Smith, William Julius	Chapel Hill
Rimmer, Helen Bell	Sanford	Smith, William Oscar	Arlington, Va.
Ring, Clifton Adolphus	High Point	Southern, Joseph C.	High Point
Ring, Clifton Adolphus, Jr.	High Point	Sparks, James Ellis	Elizabeth City
Ring, Luther Branson	Ozona, Fla.	Sparks, Lee Roy, Jr.	Durham
Rives, Herbert Lisle	Bethel	Stacy, Lewis Blanton	Gastonia
Roberson, Culas	Spray	Stamps, J. N.	High Point
Roberts, Herschel	Weaverville	Stanback, Thomas Melville	Salisbury
Roberts, Hubert Earl	Marshall	Stevens, Mac Watson	Broadway
Robinson, Carlton	Winston-Salem	Stevenson, John Thomas	Elizabeth City
Robinson, Derwood Paul	Oxford	Stewart, Jesse Southerland	Fremont
Robinson, Harriett Agnes	Charlotte	Stimson, J. H.	Statesville
Robinson, John Linwood	Belmont	Stone, Benjamin Franklin	Elizabethtown
Robinson, Thomas Ruffin, Jr.	Goldsboro	Stone, Bryant Mason	Charlotte
ROGERS, RLPH PEELE	Durham	Stone, Wilbert L.	Franklinton
Rogers, Ralph Peele, Jr.	Durham	Stowe, Harry Reid	Charlotte
Rollins, E. W.	Winston-Salem	Strickland, Charles Brandon	Fayetteville
Roper, Harold Edward	Madison	Stutts, Evelyn L.	Gibson
Rose, Ira Winfield	Chapel Hill	Sullivan, Harry Moseley	Waynesville
Rose, Willie C.	Rocky Mount	Sullivan, Lawrence Steers	Durham
Rose, Winfield P.	Raleigh	Summey, Kelly Nims	Mt. Holly
Rosser, John Harrington	Charlotte	Suttle, Julius Albert	Shelby
Rouse, Louis Livingston	Fayetteville	Suttlemyre, Claude Philip	Granite Falls
Royall, George Edwin, Jr.	Elkin	SUTTLEMYRE, PHILIP JOHNSON	Hickory
Rudisill, Jones Solomon	Forest City	SUTTON, JAMES LINWOOD	Chapel Hill
Russell, Jesse Milton, Jr.	Asheville	Swaney, Charles Arthur	Winston-Salem
Russell, Joe Terrell	Asheville	Swindell, Edmund Slade	Durham
Russell, Thomas Wayne	High Point		

S

Salley, William Moss	Asheville
Sanders, Charl H.	Sparta
Sappenfield, James Alexander	Kannapolis
Sappenfield, William Alfred	Statesville
Savage, Matthew Council	Roanoke Rapids
Savage, Robert Maryland	Oakland, Cal.
Sawyer, Robert B.	Winston-Salem
Scharff, Richard Cole	Norfolk, Va.
Scoggin, Herbert Palmer	Louisburg
Seaborn, Robert H.	Greenville
Secrest, Vann V., Jr.	Monroe
SEDBERRY, HENRY STILES	Rocky Mount
Selden, Joseph Stancell	Weldon
Senter, Lloyd M.	Carrboro
Senter, Plennie Lloyd	Carrboro
Sewell, Evelyn Salter	Beaufort
Sewell, Guion Linwood	Kinston
Sheffield, Barnard Cleveland, Jr.	Warsaw
Sherard, John Frank	Kannapolis
Sherwood, Norman W.	Charlotte
Shieder, G. A.	Asheville
Shields, Clarence Louis	Wallace
Shigley, Henry Hall	Asheville
Shook, Eulan	Hickory
Shook, Eulan, Jr.	Hickory
Shore, Vellie A., Jr.	Durham
Shuford, Lloyd Durham	Forest City
Simmons, Foster Joel	Hickory
Simmons, Hansford Randolph	Fairmont
Simmons, William Alfred	Winston-Salem
Simpson, Thomas Skinner	Winston-Salem
Sinclair, Allen	Albemarle
Singletary, Walter Oscar	Winston-Salem
Sisk, Charles Jones	Asheville
Sitson, James Andrew	Mt. Airy

T

Tainter, Dean	Marion
Tarkenton, Edward Lawrence	Wilson
Tart, David Whitfield	Roseboro
Tart, Paul Edwin	Dunn
Tate, Donald O.	Albemarle
Tate, Earl Henry	Lenoir
Tatum, Joseph Myron	Asheville
Taylor, James Clyde	Durham
Taylor, James G.	Conway
Taylor, Leroy Boone	Conway
Taylor, William P.	Roanoke Rapids
Taylor, William West	Durham
Teague, James Ralph	High Point
TEAGUE, M. FITZ	Asheville
Tennant, Walter Douglas, Jr.	Crossnore
Terrell, John Arthur, Jr.	Sanford
Thomas, Edward Ragland	Erwin
Thomas, Eugene Ernest	Roxboro
Thomas, John Ivey	Dunn
Thomas, Philip Langston	Roxboro
Thomas, William Graham	Varina
Thompson, Herman O.	Chapel Hill
THOMPSON, PAUL HERMAN	Fairmont
Thorn, Lucy Kennedy	Durham
Thornton, George Palmer	Goldsboro
Threatt, Julius Blakeney	Durham
Tilles, Irving	High Point
Tilley, John Everett	Madison
Timberlake, Claude Vernon, Jr.	Brooklyn, N. Y.
Tingen, W. Z.	Charlotte
Toms, Elmo Reid	Wilmington
Townsend, James H.	Red Springs
Tripp, Guy Oscar	Carolina Beach
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Turlington, Jesse E.	Lumberton
Turner, Joseph Kelly, Jr.	Durham

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Courtesy Is Your Biggest Asset

By the O-N Ad Man, J. C. B.

In the drug retail business, sound buying instinct, a product of experience, is essential to perpetual success. But even saleable merchandise can grow stale on the shelves of the store that fails to hand out a smile and a friendly remark with each purchase.

Unfortunately, the "frown department" in some drug stores is often headed by the manager himself. Actually, at heart, he is a great person to know, but the casual customer isn't in his company long enough to learn this. Transactions in such stores are purely mechanical. A Robot might do just as well.

The whole animal kingdom responds to kindness, and the store which places emphasis on genuine courtesy can expect a profitable percentage of first-time customers to come back.

I have gone into stores which made me feel so much at home that I deliberately looked about in the hope that I might find something else I could use. I have walked out of other stores with the feeling that I had been an unwelcome intruder. And, like the elephant, I do not easily forget.

Turnmyre, Arthur Pleasant.....Mt. Airy
 Tyson, Jesse Williams.....Greensboro
 Tyson, Wendell Brown.....Rocky Mount

U

Umstead, Oscar Logan.....Durham
 Underhill, John Alexander.....Madison
 Underwood, Hamilton Polk, Jr.....Fayetteville
 Upchurch, Malcolm Thurston.....Smithfield
 Usher, Joseph Thomas.....Greensboro
 Uzzell, Steve C. C.....Black Mountain

V

Varner, Sebron Edward, Jr.....Brevard
 Vinson, Emmett Littlebury.....Halifax
 Vinson, James Thomas.....Goldsboro

W

Walker, Archie Duval.....Wilmington
 Walker, Harry Wilbur.....Norlina
 Walker, Hubert Long.....Greensboro
 Walters, Alonzo Kennedy.....Burlington
 Walters, James Edward.....Morven
 Ward, Bernard Rudolph.....Goldsboro
 Ward, Waits Artemus.....Swannanoa
 Warren, Bowman Glidewell.....Rural Hall
 Warren, Burney Simon.....Greenville
 Warren, Burney Simon, Jr.....Greenville
 Warren, Lovett Aldin.....Garland
 Warren, Lovett Aldin, Jr.....Garland
 Waters, George Walter, Jr.....Goldsboro
 WATSON, ROBERT NEAL.....Jonesboro
 Way, James Arthur, Jr.....Winston-Salem
 Webb, Eugene Lea.....Thomasville
 Webb, Thomas Paul, Jr.....Shelby
 Welborn, William Fowle.....Lexington
 Welch, William Dorsey.....Washington
 WELFARE, SAMUEL EUGENE.....Winston-Salem
 Wells, Robert Rodney.....Shelby
 West, Wilber Latham.....Roseboro
 Wharton, Lee Alexander.....Gibsonville
 Wheeler, Claude Cameron, Jr.....Chapel Hill
 Wheeler, Cyrus Rankin.....Oxford
 White, Clarence Bernard.....Henderson
 White, George Spencer.....Lexington
 WHITE, HENRY GARFIELD.....Elm City
 White, James Stark.....Mebane
 WHITE, LUTHER.....Kinston
 White, Walter Rodwell.....Warrenton
 Whitehead, Charles Raymond.....Ramseur
 Whitehead, Jefferson Davis, Jr.....Enfield
 Whitehead, Jefferson Draughn III.....Enfield
 Whitehead, Thomas Edward.....Charlotte
 Whiteley, Iley.....Morganton
 Whiteley, Roland Scott.....Alexandria, Va.
 Whitford, Bryan Henry.....Rocky Mount
 Whitley, Howard Emsley.....Concord
 Whitley, Jesse Rose.....Hendersonville
 Whitley, Wyatt Yelverton.....Fremont
 Whitson, William James.....Phelps, N. Y.
 WIGGINS, WILLIAM WINSTON.....Raleigh
 Wilkerson, Ira Otis.....Greensboro
 Wilkins, William Robert.....Mocksville
 Williams, Archibald H. A.....Oxford
 Williams, Charles Harold.....Lumberton
 Williams, Earl G., Jr.....Winston-Salem
 Williams, John Cossie.....Bessemer City
 Williams, Laurel Lee.....Greensboro
 Williams, Martin H.....Lexington
 Williams, Martin V. B.....Winston-Salem
 Williams, Morrison Patton.....Charlotte
 Williford, John Samuel.....Kinston
 Willis, Robert Moore.....Southport
 Wilson, Claude Arthur.....Monroe
 Wilson, Harry W., Jr.....Asheville
 Wilson, Thomas Harvey.....Gastonia

Winders, Hal Marion.....Farmville
 Wohlford, Herbert William.....Charlotte
 Wolfe, Benjamin Houston.....Burlington
 Wolfe, John Carl.....Hickory
 Wolfe, William Samuel.....Mt. Airy
 Womble, Logan Nyal.....Plymouth
 Woodard, Barney Paul.....Princeton
 Woodard, Ernest Vanderbilt.....Selma
 Woodward, Grover Ben.....Sylva
 Woodard, Edward Watson.....Henderson
 Wooten, Ruth Aycock.....Raleigh
 Wrike, Walter Curtis.....Graham
 Wyatt, Blanche Bullock.....Wilson

Y

Yoder, Coley R.....Conover
 Young, Russell Lowell, Jr.....Canton
 Youngblood, Frances Rimmer.....Sanford

Z

Zuckerman, Isaac L.....Greensboro

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 Adams, James C.....Landis
 Allen, Joseph T.....Asheboro
 Almand, Charles A.....Rocky Mount
 Anderson, Ernest Ruffin.....High Point
 Angel, T W., Jr.....Franklin
 Aycoth, Sherman Luther.....High Point
 Barbour, Arthur Fulton.....Burlington
 Barbour, Thelbert Alonzo.....Burlington
 Bass, James Albert.....Wilson
 Birkitt, Sebastian Poisal.....Charlotte
 Bissette, Charles B.....Greenville
 Black, Baxter F., Jr.....Kannapolis
 Booth, L. P.....Hayesville
 Brown, Henry Shelton.....Goldsboro
 Brown, S. J.....Gastonia
 Bryan, J. E.....Lumberton
 Bryant, Nan L.....Tarboro
 Butler, Clifford Roosevelt.....Dunn
 Cahill, Edgar Leon.....Winston-Salem
 Chandler, James Thomas.....Leaksville
 Clark, Herbert Mason.....Burlington
 Coley, Ralph G.....Wilmington
 Coppedge, R. F.....Asheville
 Correll, Leslie James.....Kannapolis
 Coxe, James Sherwood.....Raleigh
 Creech, Joseph A.....Selma
 Dallas, G. L.....Leaksville
 Davis, William Ralph.....Winston-Salem
 Dodd, Robert Bruce.....Bunn
 Dorton, R. G.....Charlotte
 Edens, Allen Dupree.....Durham
 Elam, Paul W.....Louisburg
 Eiks, Chester A.....Scotland Neck
 Faulkner, Edward G.....Monroe
 File, W. C.....Raleigh
 Gaddy, Judge William.....Marshville
 Garland, Robert G.....High Point
 Garris, Robert Lee.....Washington
 Gowan, Steve W.....Wallace
 Greene, James Daniel, Jr.....High Point
 Griffin, Ernest Mayo.....Washington
 Griffin, Thomas William.....Statesville
 Hales, Carl Whittin.....Midway Park
 Harrelson, R. C.....Tabor City
 Hawkins, Luther O.....Statesville
 Hedrick, Hoyt Carlynn.....Lexington
 Hendrick, Ted Holmes.....Monroe
 Hern, J. A.....Valdese
 Heslep, Frank W.....Beaufort
 Hicks, Ernest L.....Concord
 Holmes, Ralph T.....Statesville
 Hood, Edward P.....Dunn

Horton, Victor Walter.....	Asheville	Willson, Charles R. S.....	Winston-Salem
Humphries, A. T.....	Charlotte	Young, Richard E.....	Asheville
Hutchins, Roscoe Lewis.....	Winston-Salem		
Hutchinson, Duncan A.....	Elizabethtown		
Keen, Albert Harrington.....	Dunn		
King, Roland Gabriel.....	New Bern		
Kiser, Elisha McDonald.....	Asheville		
Lawrence, Graham Vance.....	Charlotte		
Lewis, Norman A.....	Wilson		
Liske, P. J.....	Salisbury		
Littlefield, Gary Anderson.....	Gastonia		
Lovingood, Jack B.....	Hendersonville		
Lucas, William Henry.....	Greensboro		
Macfie, J. A.....	Brevard		
Mansfield, Lem Howard.....	Graham		
Martin, John Wilford.....	Macesfield		
Matthews, George David.....	Stoneville		
Matthews, Johnnie Lee.....	Rocky Mount		
Matthews, Weldon C.....	Morehead City		
McDaniel, Archie Wilton.....	Fairmont		
McGill, J. L.....	Kings Mountain		
McLarty, George.....	High Point		
McNeely, Mrs. M. C.....	Greensboro		
McNeill, W. C.....	Whiteville		
Medford, Devoe Bunyan.....	Clyde		
Mitchell, H.....	Raleigh		
Monroe, J. A.....	Charlotte		
Moore, Horace W.....	Lexington		
Moose, Hubert Foy.....	Statesville		
Musgrove, William McKinley.....	Catawba		
Niven, Howard Archibald.....	Charlotte		
O'Brien, Claude C.....	Greensboro		
Overton, John Tyler.....	Southern Pines		
Perry, James E., Jr.....	Franklin		
Pinner, Beaman L.....	Asheville		
Pollard, L. V.....	Burnsville		
Prevatt, Miles Alton.....	Lumberton		
Purcell, A. L.....	Spring Hope		
Pyles, Charlie Tinner, Jr.....	Burlington		
Reeves, Elmer J.....	Charlotte		
Richardson, Joseph Phillips.....	Winston-Salem		
Riddle, Steve W.....	Burlington		
Ripley, Webb Pendleton.....	Durham		
Robertson, W. N.....	Laurinburg		
ROGERS, BEN F.....	Fair Bluff		
Rouse, Elmore.....	Greensboro		
Royal, J. Weldon.....	Denton		
Royall, George E.....	Elkin		
Rush, Wesley S.....	Candor		
Russell, Lon D.....	Greensboro		
Russell, Rufus C.....	Greensboro		
Secrest, V. V.....	Monroe		
Seitter, Dellmer B.....	Wilmington		
Shew, George T.....	Wilmington		
Smith, John Elbert.....	Lenoir		
Smith, Ralph Wright, Jr.....	Kinston		
Smith, Samuel Wilson.....	Charlotte		
Sowers, Gray.....	Winston-Salem		
Spake, Y. E.....	Morganton		
Squier, Irwin Britton.....	Greensboro		
Stonestreet, Conrad F.....	Winston-Salem		
Strum, Andrew Jackson.....	Winston-Salem		
Sumner, Alfred Cooper.....	Burlington		
Suttle, J. A., Jr.....	Shelby		
Tate, Rowland Clifton.....	Grover		
Taylor, Charles Alexander.....	Mt. Holly		
Threewitts, George A.....	Littleton		
Upchurch, John O.....	Norwood		
Viall, Wesley R.....	Pinehurst		
Wade, Clifton Elsworth.....	Colerain		
Wagner, Wilfred Everett.....	Greensboro		
Warren, Harold Craig.....	Raleigh		
Waynick, Howard Preston.....	Burlington		
Wells, Charlie Hartwell.....	Durham		
West, F. J.....	Kinston		
Wilkins, William Neisler.....	Kinston		

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Graham, Frank Porter.....	Chapel Hill
Holton, Charles William.....	Essex Falls, N. J.
Jones, Rowland, Jr.....	New York City
Noble, Alice.....	Chapel Hill

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Allen, Robert Eugene.....	Shelby
Alligood, Jarvis Marion.....	Washington
Anderson, Arthur Alexander.....	Asheville
Anderson, Ernest R., Jr.....	High Point
Baker, Jesse Horace, Jr.....	Winfall
Barnett, Frank.....	Henderson
Barnett, Jimmie.....	Henderson
Beason, Robert Hoyle.....	Bolling Springs
Bennett, Donald Leon.....	Fuquay Springs
Bennick, James Edward.....	Charlotte
Benson, Harley Oneil.....	Robbins
Bess, Barbara Annette.....	Sylva
Booth, Margaret Frances.....	Apex
Bowers, Jimmie Claxton.....	Morganton
Boyles, James Howard.....	Cherryville
Brisson, Lloyd Clifford.....	Fayetteville
Brookshire, James Edwin.....	Winston-Salem
Brothers, Arthur Etheridge.....	Elizabeth City
Brown, Earl Triplett.....	Leicester
Bryant, Alvin.....	Durham
Burgess, Margaret Carolyn.....	Broadway
Burris, Loy Ray, Jr.....	Valdese
Byrd, Robert Earl.....	Conway
Caldwell, Earle Garnes.....	Lumberton
Callahan, Virginia L.....	Asheville
Carter, Leo Harrison.....	Thomasville
Cash, William Davis.....	Spindale
Caudill, Jane Bradford.....	Greensboro
Cavanaugh, Samuel MacDonald.....	Wallace
Coffee, Hubert Morris.....	Thomasville
Cogdell, Henry Paul.....	Goldsboro
Collier, Thomas Wesley.....	Roanoke Rapids
Collins, Benjamin Franklin.....	Weldon
Collins, Robert Eugene.....	Plymouth
Cooper, Ben F.....	Warsaw
Culler, Arliss Rudolph.....	Pinnacle
Daniel, Billie Swartz.....	Roxboro
Daniels, Herman Hallett.....	Merry Hill
Davis, A. Lyle.....	Roxboro
Day, Harold Vann.....	Spruce Pine
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Dement, William Taylor.....	Oxford
Dewar, Robert.....	Fuquay Springs
Dollar, Aubrey Chester, Jr.....	Mt. Airy
Dowdy, James Henry.....	High Point
Dukes, Wyndham Stloe.....	Gibson
Edwards, James William.....	Scotland Neck
Evans, Flora Nell.....	Asheville
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Ferrell, Reginald Conway.....	Nashville
Forrest, William Gordon.....	Winterville
Friday, John Paul.....	Dallas
Fulbright, Keith Norman.....	Guilford College
Gabriel, James.....	Mooreville
Gallopy, Eugene Francis.....	Carrboro
Gardner, Winfield Scott.....	Macon
Gilliam, Alvis Burton, Jr.....	Reidsville
Godwin, Roland Duvall.....	Chapel Hill
Graham, James Gordon.....	Wilmington
Greene, James Paul.....	Bakersville
Greene, James Simpson.....	Glen Alpine
Greason, Harvey Clifton.....	Gibsonville

To The Drug Trade . . .

Our new and profitable 1949 line of HOLIDAY merchandise is now on display in our showroom. It is displayed in such a manner that you may leisurely and conveniently select items suitable for your trade.

Come in to see us and let us show you how to help Santa Claus do a real job this year.



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Hoyle, Edgar Dixon.....	Cooleemee	Speight, Elias Carr.....	Rocky Mount
Hudson, Ray Truman.....	Hickory	Speight, James Ambler.....	Rocky Mount
Jenkins, Paul Ronald.....	Como	Stonestreet, Dewey H.....	Winston-Salem
Johnson, Clarence Elbert.....	Forest City	Summey, William Lewis.....	Dallas
Jolley, Carl Edgar.....	Mooresboro	Swearngan, Clarence LeRoy.....	Charlotte
Jones, Charles Flourney.....	Oxford	Tate, W. Stanford.....	Lexington
Jones, Floyd Edward.....	Morehead City	Taylor, James Gay.....	Gumberry
Jones, John Lee, Jr.....	Canton	Thomas, Henry Grady.....	Sanford
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Jowdy, Albert W., Jr.....	Havelock	Turner, Joseph Kelly, Jr.....	Speed
Kelly, Helen Marie.....	Apex	Ussery, Eugene McDonald.....	Cognac
Kiger, Robert Wayne.....	Lincolnton	Van Valkenburgh, Wm. Boling.....	Asheville
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Kiser, Frank Conley.....	Asheville	Vinson, Joe Battle.....	Wilson Mills
Knight, Jennings E.....	Weldon	Ward, Wilbur Shepherd.....	Swannanoa
Knight, Richard Argyle.....	Columbia	Warren, Allene Marie.....	Dunn
Knox, Ralph Lloyd.....	Charlotte	Waters, Shirley Lee.....	Pittsboro
Lanier, LeRoy, Jr.....	Wallace	West, Waits Artemus.....	Roseboro
Leonard, Holland Brandis, Jr.....	High Point	Whaley, Lloyd Milton.....	Beulaville
Lewis, Keith B.....	Chapel Hill	Wheeler, Claude Cameron, Jr.....	Wilson
London, Lawton Woosley.....	Cherryville	Wilkie, John Claud.....	Asheboro
Lowder, John Henry.....	Albemarle	Williams, Bruce Alexander.....	Nashville
Lynch, Herman.....	Chapel Hill	Wilson, Harry W., Jr.....	Asheville
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McAllister, Larry B.....	Mt. Pleasant	Wilson, William Hooper.....	Clinton
McGee, James Conrad, Jr.....	Canton	Woodard, John Bennett.....	Hamlet
McGugan, Vance Graham.....	Dunn	Woody, Robert Richman.....	Snow Camp
McGuire, James M.....	Graham	Yandle, Howard Avant.....	Durham
McKinnon, Daniel Calvin.....	Biscoe	Young, Russell Lowell, Jr.....	Waynesville
Messer, Louis Edwin.....	Raleigh		
Mills, Oscar Walter.....	Leaksville		
Mitchell, Thomas Wayne.....	Roseboro		
Moorefield, George M.....	Harmony		
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MINUTES OF THE BUSINESS

On May 4th at 10 o'clock, in the Washington Duke Hotel in Durham, Mrs. M. L. Jacobs called to order the 16th Annual Convention of the Reorganized Woman's Auxiliary of the NCPA. The group all joined in the singing of "America," after which Mrs. L. H. Crumpler conducted a very timely devotional.

The roll call was voted to be omitted and excerpts from the minutes of the meeting at Carolina Beach were read by the Secretary. The Treasurer's report was read and accepted.

Then followed the reports of the standing committees. These included:

1. Executive Committee by Mrs. J. T.

Usher. This report included the reading of the minutes of the Executive Board meeting in Chapel Hill on March 12 at the home of Mrs. M. L. Jacobs.

2. Hospitality Committee by Mrs. W. B. Morgan. The chairman reported that cards and letters had been sent to needy ones throughout the year.

3. Membership Committee by Mrs. T. J. Ham, Jr. This report stated that 454 ladies had joined the Auxiliary at that time. The chairman extended thanks to all for co-operation and interest during the year.

4. Resolutions Committee by Mrs. Herman Cline. Mrs. Cline read the following resolutions which were adopted.

(1) WHEREAS, the ladies of Durham and Chapel Hill have given much of their time and energy to make this convention a success, therefore

BE IT RESOLVED that the Woman's Auxiliary extend its sincere thanks and appreciation to every local lady who has assisted in any way.

(2) WHEREAS, the Peabody Drug Company, W. H. King Drug Company, Southern Dairies, Lance, Inc., the Coca-Cola Company, B. C. Remedy Company, the School of Pharmacy of the University of North Carolina, the North Carolina Pharmaceutical Association, The Traveling Men's Auxiliary, and others, have made this convention one of enjoyment and pleasure for the ladies, therefore

BE IT RESOLVED that letters of thanks be sent to them by the secretary of the Woman's Auxiliary.

(3) WHEREAS, the Woman's Auxiliary actively cooperated with the War Finance Program during the past World War, and

WHEREAS, the War Finance Program has been changed to a peace-time Savings Bond Plan, and

WHEREAS, the Woman's Auxiliary has again been asked for support and cooperation, therefore

BE IT RESOLVED that the Woman's Auxiliary of the NCPA endorse the United States Saving Bond campaign to be carried on during the period of May 16 to June 30, to be called the OPPORTUNITY DRIVE, and

BE IT RESOLVED that the Woman's Auxiliary promote this drive in every way possible.

5. Publicity Committee by Mrs. B. Frank Page. The chairman reported that the work of "The Doings of the Auxiliary" had met with much interest and approval.

6. Special Committee by Mrs. John Hood. This reporter stated: After consideration from all angles and consulting with various members over the State, we do not recommend creating the office of executive secretary at this time. We do recommend, however, that an honorarium be given each year to the office secretary of the Secretary of the North Carolina Pharmaceutical Association as a token of appreciation for services rendered our organization. We suggest that the honorarium begin this year. The Committee was composed of Mrs. A. L. Fishel, Mrs. John Hood, and Mrs. T. G. Cruethfield.

7. Nominating Committee by Mrs. M. B. Melvin. The following slate of officers was presented: President, Mrs. W. A. Ward, Swannanoa; First Vice-President, Mrs. Stephen Forrest, Greensboro; Second Vice-President, Mrs. T. J. Ham, Jr., Yanceyville; Secretary-Treasurer, Mrs. Albert Chandley, Asheville; Historian, Mrs. D. L. Jordan, Raleigh; Parliamentarian, Mrs. C. E. Page, Jr., Henderson; Advisors, Mrs. H. C. Starling, Raleigh and Mrs. M. L. Jacobs, Chapel Hill.

8. Historian's report by Mrs. Paul Gamble. It was announced that the Scrap Book would be displayed in the Pharmacy Building during the afternoon.

Each one of the above reports was accepted in turn, by members of the Auxiliary. Greetings from various organizations of the Association were attentively listened to with much interest and enthusiasm. Mrs. B. W. Spencer and Mrs. Hunter Kelly acted as pages and escorted the gentlemen to the platform. The groups and their representatives were as follows: N. C. P. A., President T. J. Ham, Jr.; T. M. A., President C. E. Davis; School of Pharmacy, Dean M. L. Jacobs.

We were delightfully entertained by two Pharmacy students, W. A. West accompanied by Horace Baker. Their selections were very enthusiastically received and each one was happy to see a Pharmacy student with a hobby other than pills and prescriptions.

The local auxiliary reports were made and

accepted in the following order: Asheville by Mrs. Albert Chandley, who brought \$50 to be added to the Scholarship Fund; Charlotte, Mrs. Lester C. Smith with \$150; Durham-Chapel Hill, Mrs. E. A. Brecht with \$75; Greensboro, Mrs. Stephen Forrest with \$150; Lizzie Hancock Chapter, Mrs. C. E. Page, Jr., with \$10; Raleigh, Mrs. D. L. Jordan with \$175; Winston-Salem, Mrs. Leon Cahill with \$100; District No. 6 by Mrs. J. C. Jackson; District No. 9 by Mrs. W. R. Adams. In addition the Mortar and Pestle Club of Durham and Chapel Hill reported a donation of \$50 to the Pharmaceutical Research Foundation.

Each of these reports was very gratifying and indicated a decided growth in numbers, and in contributions as well as expanse in projects and undertakings.

Mrs. J. T. Usher then took the chair while Mrs. Jacobs gave a report on the recent A. Ph. A. meeting in Jacksonville. Mrs. Jacobs cited the similarity of our state organization to that of the national, and urged that more ladies join this organization. She was pleased to report that the Executive Board was now affiliated with the national group.

Our president asked that an index file of each member be kept and be in the hands of the president. She also recommended that an auditing committee be appointed each year for the purpose of auditing the treasurer's records. Mrs. Jacobs then expressed gratitude and thanks for the support and loyalty of the entire membership.

Mrs. H. C. Starling asked for recognition at which time she informed the group of the election of Mrs. Jacobs as vice-president of the A. Ph. A. Auxiliary. Mrs. Starling then presented Mrs. Jacobs with a pair of silver candle holders from the Auxiliary as a token of appreciation, for a faithful and inspirational leadership.

A letter from Doris Sauls, the young lady student receiving the scholarship from the Auxiliary, was read by the secretary. In this letter Doris expressed her sincere thanks for the support of the organization.

A total of \$710 was reported as turned in to the Scholarship Fund by local groups, as well as \$50 for the Pharmaceutical Research Foundation Fund.

(Continued on Page 577)

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The newly nominated officers were then installed by Mrs. Jacobs and the gavel presented to Mrs. Ward, who in turn accepted, making a few appropriate and fitting remarks, which immediately endeared her in the hearts of her co-workers.

Upon motion for adjournment, the group disbanded, full of enthusiasm and gratification over the year's accomplishments.

Respectfully submitted,

LUCILE S. ROGERS.

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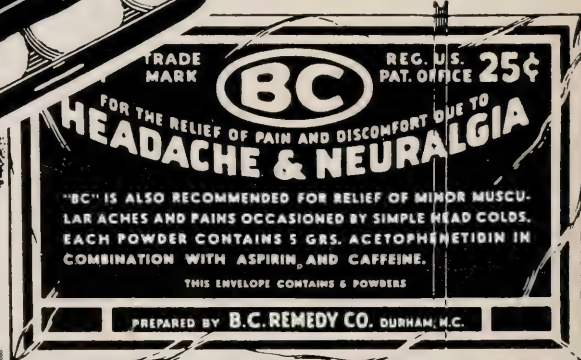
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Squibb, E. R. & Sons.	R. E. Weathers, 2409 Englewood Avenue, Durham
Tilden Co.	Walter D. Druen, 860 Victoria Ave., Lynchburg, Va.
Tilden Co.	Henry E. McLeod, 719 Lincolnton Road, Salisbury
Upjohn Co.	F. M. Boyette, 111 Spring Street, Fayetteville
Upjohn Co.	F. L. Furr, Box 963, Durham
Upjohn Co.	Alden Hobbs, Box 53, Kinston
Upjohn Co.	R. H. Marston, Box 815, Wilmington
Upjohn Co.	R. E. Woodcock, 3117 Georgian Terrace, Raleigh

Upjohn Co.....	C. T. Woodward, P. O. Box 653, Greensboro
Wampole Co.....	N. B. Moury, 1713 Rolling Road, Greensboro
Warner, Wm. R. & Co.....	Oscar H. Helms, 2920 Manor Road, Charlotte
Webster Distributing Co.....	L. J. Loveland, 1833 S. Smallwood Drive, Raleigh
Weeco Products Co.....	G. E. Cory, 1254 Westover Terrace, Greensboro
White Laboratories, Inc.....	C. D. Andrews, 621 S. Mendenhall St., Greensboro
Whitman, Stephen F. & Son, Inc.....	K. L. Mills, 2602 Kittrell Drive, Raleigh
Winthrop Chemical Co.....	H. E. Henriksen, 3808 Park Avenue, Wilmington
Winthrop Chemical Co.....	W. C. Simmons, Box 2411, Winston-Salem
Wrisley Company.....	J. V. Beattie, Pinehurst
Wyeth, Inc.....	J. A. Hopkins, P. O. Box 1206, Wilmington
Wyeth, Inc.....	W. D. Pearce, 210 Pogue Street, Raleigh
Wyeth, Inc.....	H. C. Walters, Box 2737, Greensboro
Yardley, Inc.....	H. D. Vail, Box 2063, Charlotte
Young Rubber Co.....	Howard Bishop, 22½ Bearden, Asheville
Young Rubber Co.....	Kirby N. Smith, 115 E. Miller St., Salisbury
Young Rubber Co.....	A. C. Stewart, Box 484, Smithfield

LIFE MEMBERS

J. B. Bowers, 3401 Hawthorne, Richmond, Va.	J. Ben Coppedge, 2021 Fairview Road, Raleigh
J. R. Brownie, 836 Bainbridge, So. Norfolk 6, Va.	R. E. Hunter, 334 Circle Avenue, Charlotte
R. C. Cagle, Box 245, Rockingham	D. L. Shreve, 1810 28th Ave., N., St. Petersburg, Fla.

J. C. JACKSON, *President North Carolina Pharmaceutical Association*

NORTH CAROLINA BOARD OF PHARMACY

Members and Organization, 1948-1949

COMMISSIONED BY HIS EXCELLENCY, THE GOVERNOR OF NORTH CAROLINA

*J. G. BALLEW, Lenoir.....	Term expires April 28, 1950
W. A. GILLIAM, Winston-Salem.....	Term expires April 28, 1951
J. C. BRANTLEY, Raleigh.....	Term expires April 28, 1952
R. A. McDUFFIE, Greensboro.....	Term expires April 28, 1953
H. C. McALLISTER, Chapel Hill.....	Term expires April 28, 1954
*R. N. WATSON, Jonesboro (member elect).....	Term expires April 28, 1950

PRESIDENT

J. G. BALLEW.....	Lenoir
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SECRETARY-TREASURER

H. C. McALLISTER.....	Chapel Hill
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ATTORNEY

F. O. BOWMAN.....	Chapel Hill
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* As a result of ill health, Mr. J. G. Ballew tendered his resignation as a member of the Board on April 15, 1949, which was accepted April 21, 1949. Mr. R. N. Watson, of Jonesboro, North Carolina, was elected to fill the unexpired term of Mr. Ballew.

SIXTY-EIGHTH ANNUAL REPORT

OF THE

NORTH CAROLINA BOARD OF PHARMACY

As provided by the requirements of Section 90-57 of the General Statutes of North Carolina, I have the honor to submit herewith the report of the proceedings of the North Carolina Board of Pharmacy for the twelve months' period ending April 30, 1949.

R. A. McDUFFIE AND H. C. McALLISTER

RE-ELECTED AS MEMBERS OF THE BOARD OF PHARMACY

The term of R. A. McDuffie expired April 28, 1948. However, his successor failed to qualify for office as a result of ill health, and under the Statute Mr. McDuffie continued in office pending the election of his successor. As a result of the election held by the North Carolina Pharmaceutical Association, two members were elected, one to fill the expired term of Mr. McDuffie, the other to succeed H. C. McAllister. Both Mr. McDuffie and Mr. McAllister were elected to succeed themselves.

MEETINGS

During the year there have been four meetings of the Board. Two were for the examination of candidates for license, and two were for the transaction of business. Three meetings were held at Chapel Hill, North Carolina, the other at Carolina Beach, North Carolina, during the convention of the Association.

EXAMINATION OF CANDIDATES

At the two examination meetings thirty-four candidates were successful in passing and were registered.

The following candidates (19) were successful in passing the examination held June 15, 16 and 17, 1948, and were ordered registered and licensed:

Brinkley, Clifton S.....	Hickory
Brown, William C.....	Randleman
Burrus, Brainard M.....	Canton
Claytor, David D.....	Hillsboro
Gerlinger, John J.....	Rocky Mount

Griffin, Ellerbe, Jr.	Kings Mountain	Feagin, Eugene Lloyd, Jr.	January 20, 1949
Handy, Kenneth Earl	Raleigh	Hendersonville, N. C., from Alabama	
Koonce, Samuel Grady	Chadbourn	Trantham, Harold Donovan	January 20, 1949
Mathews, George W., Jr.	Asheville	Asheville, N. C., from District of Columbia	
Mitchener, James W.	Edenton	Rimmer, Pobert Lacey	January 24, 1949
Myers, Leslie Martin	Union Grove	Kosciusko, Miss., from Michigan	
Powell, Edward S.	Oxford	Smith, Joseph McNulty	March 10, 1949
Propst, Gold Blanton	Morganton	Lake View, S. C., from South Carolina	
Rhem, John Fitzhugh	Garysburg	Darling, Andrew John	March 29, 1949
Russell, Joe Terrell	W. Asheville	Odessa, N. Y., from Idaho	
Sanders, Charl Henry	Somerville	Walters, Henry Cephas	March 29, 1949
Seaborn, Robert H.	Victoria, Va.	Darlington, S. C., from South Carolina	
Showalter, Mildred	Raleigh		
Temple, Herbert A.	Sanford		

The following (15) candidates were successful in passing the examination held February 15, 16 and 17, 1949, and were ordered registered and licensed:

Blanchard, Evelyn	Concord
Brantley, William C.	Raleigh
Campbell, Lena	Durham
Fleming, Oliver G.	Rocky Mount
Graham, Leon I.	Chapel Hill
Harris, Larry C.	Cliffside
Harrison, Robert F.	Sanford
Hawkins, Reeves	Chapel Hill
Holt, Maryellen M.	Burlington
House, Joseph, Jr.	Beaufort
Howell, Viola R.	Durham
McDonald, John C.	Durham
Morgan, George	Henderson
Shugar, Evelyn	Madison
Southern, Joseph C.	High Point

REGISTRATION BY RECIPROCITY

During the twelve months' period eighteen applications for reciprocal registration have been accepted, two have been rejected. Those registered are as follows:

Pittman, James Harper	May 14, 1948
Clarendon, N. C., from Texas	
Kelly, Thomas Joseph	May 21, 1948
Charleston, S. C., from South Carolina	
Strout, Vernon Longworth	June 30, 1948
Utica, N. Y., from Massachusetts	
Cannon, Claude Claiborne	July 19, 1948
Spartanburg, S. C., from South Carolina	
Cates, L. Roy	July 19, 1948
Orange County, N. C., from South Carolina	
Bigham, Joseph Hope	August 19, 1948
Sharon, S. C., from South Carolina	
Spiotti, Dominic Vincent	Sept. 16, 1948
Fayetteville, N. C., from Massachusetts	
Nelson, Christine Sophie (col.)	Sept. 16, 1948
Winston-Salem, N. C., from District of Columbia	
Smith, John Roderick	October 29, 1948
Gastonia, N. C., from South Carolina	
Craft, Roy Edwin	November 11, 1948
Elbert County, Ga., from South Carolina	
Rodgers, Murray Edwin, Jr.	November 11, 1948
Charleston, S. C., from South Carolina	
Dowdell, William Oliver	January 20, 1949
Auburn, Ala., from Alabama	

PHARMACISTS RE-REGISTERED

During the twelve months' period thirteen pharmacists have been re-registered:

Biggs, John William	Williamston
Derrick, Claude Lonnie	Greensboro
Dodson, Tyree	Washington, D. C.
Ellis, William Dewey	Martinsville, Va.
Ham, Frank Benton	Orlando, Fla.
Henderson, Guilford Elerby	Arlington, Va.
Meroney, Felix Porter	Spruce Pine
Moody, Robert Franklin	Asheville
Norman, John Standing	Gastonia
Smith, Thomas Latham	Plymouth
Snypes, Coley L.	Elm City
Webb, Richard Kendrick	Charlotte
Wolfe, Benjamin Houston	Burlington

PHARMACISTS REMOVED FROM REGISTERED

LIST BY REQUEST OR FOR FAILURE TO RENEW

The following pharmacists have been removed from the active registered list either by request or for failure to renew their licenses as provided by the law:

Twenty (20) in Number

Alexander, Woodrow Wallace	Charlotte
Biggs, John William	Williamston
Binford, Benjamin Wade	Asheville
Clarke, Henry Toole, Jr. (Mrs.)	Canton
Cooley, Frank Robert	Durham
Crowe, David Francis	Baltimore, Md.
Felkel, Odie Leldon	Waynesville
Gamm, Henry	Spartanburg, S. C.
Gatling, Thomas Revassor (col.)	Louisburg
Hopkins, Virgus Ogden	Saluda
Kirby, Kenneth Alexander	Marion
Moody, Robert Franklin	Black Mountain
Moore, Bernice Culbreth	Wilmington
Moore, Theron Erastus	Roxboro
Pike, Jesse Miller	Concord
Sanders, Andrew Jefferson	Belmont
Tann, Flora Maria (col.)	Rich Square
Temple, Herbert Austin	Sanford
Voorhees, Paul Leslie	Greensboro
Wilson, William Alfred	Belton

SUMMARY OF PHARMACISTS ON ACTIVE LIST

The total number of pharmacists in good standing on the Board Roster May 1, 1949, are distributed as follows:

Number in retail pharmacies:	
As owners	476
As partners	135
As employees	438
<hr/>	
Total	1,049
Number in hospital pharmacies.....	23
Number in manufacturing and wholesale laboratories	11
Number field representatives of wholesale and manufacturing.....	30
Number in teaching and government work	9
Number in miscellaneous pharmaceutical employment	5
<hr/>	
Total employed in pharmaceutical pursuits..	1,127
Number in non-pharmaceutical pursuits...	55
Number retired	45
Number residing out of State.....	111
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Total	1,338

SUMMARY OF DRUG STORES

REGISTERED

Number of Pharmacies in State.....	861
Number of above classified as Hospital Pharmacies	15
Number of above classified as Retail Pharmacies	846 861
<hr/>	
Number serviced by one pharmacist	619
Number serviced by two pharmacists	165
Number serviced by three pharmacists	25
Number serviced by four pharmacists	5
Number serviced by five pharmacists	1
Number serviced by permitted physicians	46 861
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PRESCRIPTIONS

484 stores reported the number of prescriptions filled during the year. These figures were projected on the basis of the 861 stores registered which gives a total of 12,930,000 filled during the year.

A review of the above summaries and a comparison with the statistics from last year show that little significant change has occurred in the personnel engaged in pharmacy in the State. There has been a net increase of twenty-six pharmacists engaged in pharmaceutical pursuits over last year, twenty-one of these going into retail pharmacy, the remainder into hospital pharmacy. The number engaged in hospital pharmacy has increased significantly at the expense

of those representing manufacturers and wholesale houses, along with a slight re-shifting in other categories. The number of pharmacists who maintain their names on the active list and reside out of the State has declined considerably.

It can now be considered that the readjustment of personnel following the war has been completed with the possible exception of those veterans who have yet to complete their pharmaceutical education. This number will not change the overall picture significantly. It should again be observed that there appears to be no prospect in the immediate future of any considerable relief to the apparent shortage of pharmacists in this State.

The age factor continues to hold an important position in the consideration of pharmacy personnel. Of the 1,338 pharmacists on the active list, 48.4% are above fifty years of age. Although the average age has decreased by about 0.3% during the past year, the number of pharmacists in the age group from forty to forty-nine is not as large as the number between fifty and fifty-nine. It cannot be expected, therefore, that the average age will decrease rapidly. This "old age" factor will exert its greatest influence during the next fifteen years.

The total number of drug stores in operation in the State has increased by six during the past year. From the standpoint of pharmacy outlets, as compared to population, this number is low. As compared to available qualified personnel to properly operate these stores, however, there is no further room for expansion. Although regulations have been adopted by the Board of Pharmacy which are designed to control the operation of drug stores insofar as personnel and technical equipment are concerned, the Board has been diligent in the administration of these regulations so as not to interfere with free competition. This matter again resolves itself to the lack of available personnel. Pharmacy is now faced with a dilemma. The increase in population and the expansion of medical care coverage, along with an extension of this medical care to rural and low-income groups, will create a demand for additional phar-

macy outlets. On the other hand, the public health can ill afford the further dilution of qualified personnel in the existing outlets. The present situation is dangerously near a breakdown point and will require the co-operation of all of those interested in pharmacy as a public health servant.

Perhaps it has occurred to some that what has been said above is overly pessimistic. In order, therefore, to compare our appraisal with that of an objective observer, it is interesting to study some of the results of the Pharmaceutical Survey which has just been conducted by the American Council on Education. As is well known, this survey covered a period of two years and was under the direction of Dr. Edward C. Elliott, former President of Purdue University, and a man of wide experience in survey work. From the figures released in the preliminary report, it is found that *North Carolina has the lowest number of pharmacists per hundred thousand population of any state in the Union*. It further reveals that our State has next to the highest number of population per pharmacy outlet of any state in the Union. Comparing pharmacists to pharmacy outlets, we will find again that North Carolina has the lowest ratio of pharmacists to pharmacy outlets of any state in the Union, that ratio being 1.23 pharmacists per outlet. These are significant figures, and their import should be of great concern to every pharmacist in the State and to every drug store proprietor, as well as to the public in general.

These facts have been brought to the attention of the administration of the State University, where is located the only school of pharmacy in the State, and it has been learned that the training facilities at the University are inadequate to meet even the demands of their present training program. It therefore becomes a matter of urgent necessity for all of those interested in pharmacy to set about to secure ways and means whereby the training facilities at the University can be enlarged. Since it is primarily the responsibility of the State to train pharmacists, it is felt that the establishment of an additional school of pharmacy is not warranted, but that the facilities of

the present school should be modernized and enlarged.

BEAL MEMBERSHIP PRIZE

Mr. William West Taylor, of Durham, North Carolina, made the highest average grade of all candidates taking the examination during the calendar year 1948, which was 94%. He is, therefore, recommended for the prize of one year's membership in the North Carolina Pharmaceutical Association.

MINIMUM STANDARDS FOR THE EVALUATION OF PRACTICAL EXPERIENCE

The minimum standards for the evaluation of practical experience, as announced in the last report of the Board, became effective January 1, 1949. Due to the short time that has elapsed since that date, only a limited appraisal can be made of their effectiveness. One result has become immediately evident. The candidates for license have begun to place a more serious estimate on the value of practical experience as a continuation of their professional education than was the case before the adoption of the regulations. It is to be hoped that the pharmacists supervising the experience will do likewise. It is generally agreed that there is no substitute for practical pharmacy experience. Regardless of the completeness of the pharmaceutical curriculum in our schools, a qualified pharmacist cannot be certified to the public as safe without first having demonstrated his work under a competent preceptor. The Board of Pharmacy feels that the regulations in question will go far toward the accomplishment of that end. To date no serious objections have been found in the mechanics of the regulations. However, it should be stated that should such develop, the Board will undertake to correct the flaws.

EXTENSION OF PRACTICAL EXAMINATION

Beginning some ten years ago, the several Boards of Pharmacy of the Nation started altering the approach which they had been making to the examination of candidates for licenses. With the standardization of the pharmaceutical curriculum through the activities of the American Council on Edu-

education, it has been felt that graduation from a school accredited by that organization was sufficient evidence that the candidate for license had received adequate professional education. There remained, however, the matter of determining whether this candidate was able to translate his knowledge to actual practice in a safe manner. As a result, the Board of Pharmacy has begun to abandon the so-called "theoretical" type of question in favor of a more searching practical examination that will enable the Board to better judge a candidate's accuracy and safety.

LEGISLATION

A report of the legislation considered by the 1949 Session of the General Assembly affecting Pharmacy has already been given by Attorney F. O. Bowman. Any further comment here would only be repetition.

COMMISSION TO STUDY AND INVESTIGATE EXAMINING BOARDS OF THE STATE

The Commission created by the 1947 Session of the General Assembly to study and investigate the Examining Boards of the State completed its work and reported to the 1949 Session of the Legislature. As a result of the report, several Bills were introduced affecting all Boards. Only one of these Bills was enacted into law. It provides that each examining board report to the Legislature and the Secretary of State all rules and regulations the violation of which constitutes a crime. Since the Board of Pharmacy makes no such regulation, it is not affected by the new law.

In this connection, it might be observed here that the exercise of the police powers of the State, as it relates to the several professional Boards, is a legitimate use of this power. However, there should be some redress for an aggrieved individual from the authority of a given Board. This is not the case at present, except where the revocation of licenses is concerned. It is recommended, therefore, that a provision be incorporated into the law whereby one who feels that his rights have been abridged could appeal to the courts.

BOARD RECORDS

During the past several years much time and effort have been spent on revising and

enlarging the Board's system of record-keeping. It is believed that the North Carolina Board of Pharmacy now has one of the most complete sets of records of any Board of Pharmacy in the Nation. During the past year, modern, fireproof equipment has been purchased and installed for the protection of these permanent records.

In this connection, the Board would like to extend its appreciation to those who co-operated in furnishing the statistical data requested on the 1949 drug store and pharmacist renewal applications. The information compiled therefrom is of much value to the Board in making important decisions. It is the only way in which accurate information concerning available pharmaceutical facilities and personnel can be determined. This question begins to assume critical significance when considering any overall health program. As all are fully aware, such an overall program is beginning to receive national attention and we might expect the adoption of some type of national health program. The Board of Pharmacy is prepared to furnish such information as will be necessary to see that pharmaceutical facilities are utilized to the best advantage of all concerned.

INSPECTION AND LAW ENFORCEMENT WORK

As a result of limited personnel, the inspection and law enforcement work has remained about the same as last year. From a qualitative standpoint, however, there is noted improvement. Many irregularities have been adjusted by the Inspector. Three cases have been turned over to the solicitors of the courts in the counties concerned. In each of these the violations in question were corrected to the satisfaction of the State without bringing the case into court. It should again be observed that the Board of Pharmacy is more interested in securing corrections of violations of the law than in the punishment for those violations.

The shortage of pharmacists as mentioned earlier has a direct effect on the problems encountered in our enforcement program. Due to the lack of replacements, changes in pharmacist personnel have resulted in a "rob Peter to pay Paul" proposition. As stated before, no substantial relief is in the

immediate future. This means, therefore, that some stores will continue to be handicapped in rendering pharmaceutical service during certain periods. The conditions under which pharmaceutical service may be legally rendered have been well publicized to those responsible for the operation of drug stores in the State. These conditions have been made as liberal as possible under the law. It is to be hoped that those who have not yet made arrangements to meet these conditions will do so at once; otherwise they continue at their own peril.

The efforts of the Board to secure an additional Inspector have not yet been fruitful. It is expected, however, that an additional Inspector will be employed in the immediate future. The Board is indebted to Mr. Thomas H. May for the perseverance he has demonstrated in effectively carrying on the work under the great handicap of the distances to be covered. The details of the inspection work are contained in the report of Mr. May which follows:

REPORT OF THOMAS H. MAY

To the Members of the North Carolina Board of Pharmacy:

I have the honor to submit herewith a summary of inspection work from May 1, 1948 to April 22, 1949. I have made 1256 inspections of establishments and 333 miscellaneous calls and investigations in 412 towns, covering the following types of business:

Retail Drug Stores	1,081
Wholesale Drug Companies	12
Soda Shops	80
Physicians' Offices	58
Hospitals	15
Grocery Stores	8
Manufacturing Plants	2
Miscellaneous Calls	333
Making a total of 1589 inspections.	

It will be noted that the number of towns and villages covered increased about twenty-five over that of the previous year. This is explained by the fact that some important towns were covered more than one time, and some remote places were covered for the first time in recent years.

It has been a year of considerably increased activity. The conditions which I met were very much as I had expected to find, in that the pharmacists and drug store operators continue to put forth their best efforts to comply with the law under difficult circumstances. The number of flagrant violations of the law have been few. There still remain, however, some who fail to comply in a less serious manner, and who seem unable to accept the fact that the law applies to all alike. There are still others who voice

concern over the law enforcement activities, but investigations show that their concern is a result of unauthentic hearsay.

Most of the reported violations, as well as those found during regular inspection, were corrected on a satisfactory basis without resort to court. However, in three instances it was necessary for me to turn matters over to the solicitor. In each of these cases the solicitor effected a satisfactory remedy for the situation.

It is very evident that the public is interested in procuring pharmaceutical service rendered by legally authorized persons, and under the law it is entitled to the protection of this service. I strongly urge that the management in those places in which service is not now being rendered in the above manner immediately arrange conditions to provide such service.

I find that the vast majority of the pharmacists in North Carolina are in full accord with the requirement that they discharge their professional obligations to the public and are willing to serve somewhat longer hours in order to do so. Many of these men feel, however, that they are being imposed upon by having to take responsibility for pharmaceutical service rendered in their absence by persons not qualified under the law to do so. The way whereby this imposition can be relieved has been pointed out. It is suggested that those pharmacy owners responsible for this situation take immediate steps to correct it.

The number of grocery stores, soda shops and general stores inspected during the year is small due to the lack of time necessary to cover the regular inspection work in the drug stores. Those non-drug store outlets which have been inspected have been found to be very co-operative in the elimination of proprietary preparations which contain poisons and other prohibited items when advised that their sale was illegal. Unfortunately, we have not experienced the same degree of co-operation from certain soda shops in the State, in that some of our recommendations have not been followed, which makes our only recourse to present the matter to the courts. In general, it appears that the wholesale drug companies and their representatives are making an effort to supply these non-drug store outlets with only such so-called "medicinal merchandise" as the general merchant is permitted to sell. It has been found that in the main the source of supply for prohibited items is other than the regular wholesale drug houses, and usually this source is located outside of the State.

In conclusion, I wish to express my appreciation to the pharmacists of the State for their co-operation in assisting me with the inspection work when they are called upon, and especially do I want to express my appreciation to the Board of Pharmacy for the assistance given during the past year.

Respectfully submitted,
(Signed) THOMAS H. MAY.

DISCIPLINARY ACTION

During the year five individuals have been
(Continued on Page 598)

In Memoriam

Pharmacists who have died during the year (19):

Adams, John Lean.....	Gastonia
Airheart, Walter Thurston.....	Concord
Hall, John Denby.....	Scotland Neck
Harville, Reese Courts.....	Gastonia
Horne, Charles James O'Hagan.....	Greenville
McBane, Thomas Womack (M.D.).....	Pittsboro
Mitchell, Franklin Troy.....	Fairmont
Parker, Albert Frederick.....	Angier
Pope, Arthur Rowe.....	Gastonia
Raker, William Grant.....	Lexington
Rimmer, Robert Meril.....	Franklin
Sallings, Aaron Thomas.....	Wilmington
Sauls, Matthias Manly.....	Ayden
Saunders, Lawrence Sidney.....	Olive, California
Shepard, Joseph Christopher.....	Wilmington
Watson, Richard	Hendersonville
West, James Franklin.....	Winston-Salem
Williamson, Charles McMillan.....	Concord
Wilson, Lowry Reed.....	Lowell
Wilson, William Brown.....	Hendersonville

REPORT ON AUDIT OF NORTH CAROLINA BOARD OF PHARMACY CHAPEL HILL, N. C.

May 1, 1948 to April 30, 1949

OFFICERS AND BOARD MEMBERS

J. G. BALLEW, President.....	Lenoir
R. A. McDUFFIE.....	Greensboro
W. A. GILLIAM.....	Winston-Salem
J. C. BRANTLEY, JR.....	Raleigh
H. C. McALLISTER, Sec.-Treas.....	Chapel Hill

RALEIGH, N. C.

May 2, 1949

To the Officers and Members of the North Carolina Board of Pharmacy:
Gentlemen:

Pursuant to engagement, we have audited the financial records of Mr. H. C. McAllister, Secretary and Treasurer of the North Carolina Board of Pharmacy for the period from May 1, 1948, to April 30, 1949, and the attached statement of Cash Receipts and Disbursements presents a summary of operations for the fiscal year.

All Receipts reported in the books were traced to the bank. Disbursements for the year were made for apparently proper purposes and are supported by signed, paid checks, receipted bills, etc.

The Balance on Hand at April 30, 1949, consists of the following:

CASH ON HAND:

Bank of Chapel Hill: General Account.....	\$18,935.48	
Cash in Safe: Petty Cash	8.31	\$18,943.79

INVESTMENTS:

U. S. Treasury Bonds (2½%)	\$ 5,000.00
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TOTAL BALANCE APRIL 30, 1949.....	\$23,943.79
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The Cash in Bank was reconciled and verified. Petty Cash was counted. The five U. S. Treasury Bonds of \$1,000.00 each were inspected.

The fidelity bond for the Secretary and Treasurer, in the amount of \$5,000.00, has been continued. A fire insurance policy on office equipment in the amount of \$1,000.00 was examined.

The records are, as heretofore, in splendid condition and no difficulty was experienced in preparing this statement therefrom.

Respectfully submitted,

(Signed) R. L. PRICE,
Certified Public Accountant.

NORTH CAROLINA BOARD OF PHARMACY

Chapel Hill, North Carolina

CASH RECEIPTS AND DISBURSEMENTS

May 1, 1948 to April 30, 1949

RECEIPTS:

Pharmacist Renewal Licenses	\$ 6,540.00
Asst. Pharmacist Renewal Licenses	155.00
Physician Renewal Licenses	215.00
Pharmacist Re-registrations	180.00
Examination Fees	615.00
Reciprocal Registrations	450.00
Drug Store Permits—Original	1,450.00

Drug Store Permits—Renewals	8,380.00
Drug Store Re-registrations	100.00
Duplicate Certificates	15.00
Sale of Poison Registers	86.25
Physician Re-registrations	10.00
Sale of Supplies	32.77
Returned Checks Collected	51.50
Interest on Bonds	250.00
All Other	14.00
TOTAL RECEIPTS	\$18,544.52
BALANCE MAY 1, 1948	\$22,012.60
TOTAL RECEIPTS AND BALANCE.....	\$40,557.12

DISBURSEMENTS:

Salaries:

Secretary and Treasurer	\$ 5,040.00	
Office Assistants	1,819.74	\$ 6,859.74

Office Expense:

Office Supplies	253.14	
Office Equipment	1,140.14	
Telephone and Telegraph	145.50	
Postage	230.22	
Printing	790.67	
All Other	42.40	\$ 2,602.07

Inspection Expense:

Salaries	3,150.00	
Travel	2,796.70	\$ 5,946.70

Board Meetings:

Per Diem \$420.00; Expense \$268.72.....	688.72	
Examination Material	72.92	
Examination Expense	73.00	\$ 834.64

Miscellaneous Expense:

Attorney Fee	50.00	
Audit	60.00	
Bank Service Charges	11.77	
Dues	35.00	
Bond Premium	20.00	
Credit Reports	22.40	
Rent: P. O. and Safety Deposit Boxes.....	12.00	
Floral Tributes	19.36	
Returned Checks	25.50	
Refunds \$41.25; All Other \$72.90.....	114.15	\$ 370.18

TOTAL DISBURSEMENTS	\$16,613.33
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BALANCE APRIL 30, 1949:

Bank of Chapel Hill	18,935.48	
Cash in Safe (Petty Cash)	8.31	
U. S. Treasury Bonds	5,000.00	\$23,943.79

TOTAL DISBURSEMENTS AND BALANCE.....	\$40,557.12
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RESIGNATION OF J. G. BALLEW

For twenty-three years Mr. J. G. Ballew, of Lenoir, N. C., served the public and the profession as a member of the Board of Pharmacy. Since November, 1944, he has been its President. On April 15, 1949, Mr. Ballew tendered his resignation as a member, due to ill health. At a meeting of the Board which was held on April 21, 1949, Mr. Ballew's resignation was regretfully accepted. As a part of that action, the following Resolution was unanimously adopted:

Whereas, James Gordon Ballew has rendered faithful service for twenty-three years as a member of the North Carolina Board of Pharmacy, from August 8, 1926, to April 21, 1949; and

Whereas, pharmacy in North Carolina and the Board of Pharmacy in particular has benefited from his thorough understanding of the fundamental principles and ethics of the profession and from his ability to translate these into a just system for the protection of the public health; and

Whereas, he has discharged his obligations to the State by giving wholeheartedly and unselfishly of his time and ability to Board affairs, and

Whereas, the Board of Pharmacy regrets the circumstances which prevent him from continuing this service,

Therefore, be it resolved: That the North Carolina Board of Pharmacy do hereby gratefully thank James Gordon Ballew for the productive progress and the pleasant association which he has contributed to the Board of Pharmacy.

Be It Further Resolved that a copy of these Resolutions be entered in the minutes of the Board of Pharmacy.

Signed:

H. C. McAllister

R. A. McDuffie

W. A. Gilliam

J. C. Brantley, Jr.

May 3, 1949.

As required by Section 90-55 of the General Statutes of North Carolina, the Board of Pharmacy after much consideration elected Robert Neal Watson, of Jonesboro, N. C., to fill the unexpired term of Mr. Ballew,

which term expires April 28, 1950. Mr. Watson's name was certified to Governor Scott on April 25, 1949, and he will become a member of the Board upon the receipt of his commission and the taking of the prescribed oath of office. At this same meeting Mr. W. A. Gilliam was elected to act as President of the Board until the regular election of officers at the June meeting. Mr. Ballew was elected Honorary President of the Board.

This report is respectfully submitted.

NORTH CAROLINA BOARD OF PHARMACY
H. C. McAllister,
Secretary-Treasurer.

DISCIPLINARY ACTION

(Continued from Page 594)

cited to appear before the Board and show cause why their licenses should not be withheld or revoked. The licenses of three individuals cited for excessive indulgence in alcoholics were renewed on probation upon satisfactory proof that the cause had been removed. The license of one pharmacist was withheld as a result of excessive use of barbiturates. The license of a fifth was revoked on the grounds of gross immorality. The license of one pharmacist which had been withheld due to narcotic addiction was re-instated on probation for restricted practice when satisfactory evidence was furnished that the addiction had been cured.

The Board of Pharmacy is pleased to find that the number of disciplinary citations which it has been necessary to issue this year has declined. The public welfare will not permit any practice which dulls the faculties of those entrusted with the heavy responsibilities involved in the dispensing of drugs and medicines. The Board views these practices as being the most dangerous of any violation of the law. It is, therefore, cause for encouragement when the number of such cases coming to its attention decreases.

List of Registered Pharmacists

REVISED AUGUST 1, 1949

Please notify the Secretary promptly of any change in address.

The state of original registration appears in parentheses after the names of pharmacists registered by reciprocity.

A

1344. Abernethy, J. G.	1907 Elkin
2161. Adair, W. H. (Ala.)	1924 Roxboro
2207. Adams, E. E.	1924 Lincolnton
1429. Adams, E. C.	1908 Gastonia
2653. Adams, W. R.	1933 Carolina Beach
2503. Adams, W. J.	1929 Bryson City
3068. Adelson, I. N.	1944 Albuquerque, N. M.
2974. Adkinson, N. F.	1941 Avondale
1075. Ahrens, A. G.	1902 Wilmington
1784. Aiken, J. H., Jr.	1914 Biltmore
1874. Aiken, L. W.	1916 Mars Hill
3181. Albright, G. B., Jr.	1947 Salisbury
2118. Alderman, J. L.	1923 Garner
1887. Allen, C. H.	1916 Winston-Salem
1838. Allen, H. H.	1915 Cherryville
3027. Allen, H. H., Jr.	1943 Cherryville
2865. Allen, J. W.	1939 Fair Bluff
2707. Allen, W. D. (Va.)	1936 Morganton
2937. Allgood, W. W.	1941 Roxboro
2552. Allison, J. B. (Ga.)	1930 Concord
2162. Alston, M. J. (Tenn.) (col.)	1923 Richmond, Va.
2631. Anderson, Carolyn Cox (Mrs. F. I.)	1932 Lansing, Mich.
3280. Anderson, E. R., Jr.	1949 High Point
1605. Anderson, J. M.	1911 New Bern
2470. Andes, G. E. (Va.)	1929 Wadesboro
1346. Andrews, C. McD.	1907 Burlington
1702. Andrews, J. P.	1913 Winston-Salem
1739. Andrews, R. H.	1914 Burlington
1906. Andrews, W. T.	1917 Goldsboro
2625. Andrews, W. A.	1932 Louisburg
3210. Applebaum, I. I. (Ky.)	1947 High Point
2115. Armstrong, W. E. (col.)	1922 Rocky Mount
2654. Arnold, B. D.	1933 Raleigh
2048. Arps, E. G.	1921 Plymouth
1864. Arps, P. M.	1916 Belhaven
2471. Article, A. R. (Pa.) (col.)	1928 Newport News, Va.
999. Ashford, A. J.	1901 Kinston
3163. Aull, Betty Hanna (Mrs. A. H.)	1947 Landis
2449. Austin, B. N.	1928 Shelby

B

1791. Bailey, L. A.	1914 Charlotte
2212. Bain, J. D.	1924 Clayton
2371. Baker, J. L.	1927 Nashville
2051. Baker, W. P.	1921 Raeford
2499. Ballance, G. H.	1929 Alexandria, Va.
1061. Ballew, J. G.	1902 Lenoir
2405. Barbour, J. P.	1927 Burlington
2573. Barefoot, L. G.	1931 Asheville
2377. Barger, C. N.	1927 Oakboro

891. Barker, W. B.	1898 Kannapolis
1145. Barnes, B. S.	1903 Kinston
3117. Barnes, H. J. (Miss.)	1946 Petersburg, Va.
2462. Barnhardt, M. R.	1928 Rockwell
1676. Barnhill, W. L.	1912 Wilson
1959. Barrett, R. E.	1917 Burlington
2912. Barringer, H. A.	1940 Concord
2818. Basart, J. M.	1938 Greenville
1229. Baucom, A. V.	1905 Apex
3041. Beam, W. G.	1944 Chatham, Va.
3013. Beavans, S. C.	1943 Enfield
3116. Beck, A. L., Jr. (S. C.)	1946 Hendersonville
3162. Beck, Q. H. (S. C.)	1947 Fletcher
3151. Beck, W. C. (S. C.)	1946 Hendersonville
1904. Beddingfield, C. H.	1917 Clayton
3073. Beddingfield, C. H., Jr.	1945 Clayton
1729. Beddingfield, E. T.	1913 Clayton
1686. Bell, F. R.	1912 Beaufort
2551. Bell, H. C.	1930 Gastonia
2725. Bell, L. R.	1936 Greenville
2458. Bender, W. M. K.	1928 Fayetteville
1638. Bennett, K. E.	1912 Bryson City
1891. Benson, E. S.	1916 Wilmington
3281. Benson, H. O.	1949 Angier
767. Bernard, Germain.	1894 Durham
2128. Best, J. H.	1923 Greensboro
1719. Betts, J. A.	1913 Lumberton
3109. Bewan, J. W. (Fla.)	1945 Hialeah, Fla.
2253. Biddy, O. D.	1925 Brevard
1450. Biggs, J. W.	1909 Williamston
3004. Biggs, J. W. S.	1942 Greenville
1282. Biggs, W. H.	1905 Williamston
3248. Bigham, J. H. (S. C.)	1948 Macon, Ga.
2688. Bigham, R. H.	1935 Lexington
1857. Bingham, W. H.	1916 Concord
1640. Birmingham, J. S.	1912 Hamlet
2958. Bishop, H. L.	1941 Asheville
2135. Bissette, P. B. (Va.)	1923 Wilson
3186. Bissette, P. B., Jr.	1947 Wilson
2002. Bizzell, H. L.	1920 Charlotte
2044. Black, B. B.	1921 Kannapolis
3187. Black, Eleanor Holden (Mrs. S.)	1947 Asheboro
2454. Black, F. L.	1928 Charlotte
2408. Black, O. R. (Ariz.)	1927 Bessemer City
3009. Black, Samuel (Fla.)	1942 Hendersonville
3074. Black, S. N.	1945 Asheboro
3277. Blackmore, N. J. (Ind.)	1949 Lynchburg, Va.
2340. Blades, M. W.	1926 Apex
3258. Blanchard, Evelyn P.	1949 Concord
2337. Blanton, C. D.	1926 Kings Mountain
2977. Blower, Anna Burks (Mrs. E. R.)	1941 Akron, Ohio
2324. Blue, D. Adolph.	1926 Carthage
1824. Boaz, R. J.	1915 Rose Hill
1980. Bobbitt, A. B.	1919 Winston-Salem
2671. Bobbitt, H. F.	1934 Glen Alpine
2517. Bobst, H. R. (N. J.)	1930 Brevard

3118. Boger, R. A. (Ga.).....1946 New Bern
 2409. Bolinger, C. E. (Ga.).....1927 Asheville
 2575. Bolton, R. B.1931 Rich Square
 1721. Bonner, Brem.....1913 Granite Falls
 1231. Boone, D. L.....1905 Durham
 3042. Boone, W. T.....1944 Ahoskie
 2708. Booth, G. D. (S. C.).....1936 Durham
 3014. Borders, M. L., Jr.....1943 Chadbourn
 2828. Bowman, C. E.....1938 Conover
 1843. Boyce, J. B., Jr.....1915 Warrenton
 2845. Boyd, S. B.....1939 Mt. Olive
 1395. Bradley, J. P.....1908 Leaksville
 2384. Bradshaw, E. L.....1927 Kinston
 1483. Bradshaw, W. D.....1909 Landis
 1619. Brady, C. A.....1911 Hickory
 2410. Brakebill, R. L.....
 (Tenn.).....1928 Chattanooga, Tenn
 2650. Brame, M. M.....1933 North Wilkesboro
 2772. Brame, P. A.....1937 North Wilkesboro
 2959. Brame, R. M., Jr.....1941 North Wilkesboro
 933. Brantley, J. C.....1899 Raleigh
 2534. Brantley, J. C., Jr.....1930 Henderson
 1786. Brantley, P. C.....1914 Wendell
 3259. Brantley, W. C.....1949 Raleigh
 3069. Brecht, E. A., Jr.....1944 Chapel Hill
 1393. Bretsch, Albert.....1908 Southern Pines
 3028. Brewer, Mary Hood
 (Mrs. William).....1943 Kinston
 1781. Brewer, S. O.....1914 Durham
 3031. Brewer, S. O., Jr.....1943 Durham
 3225. Brinkley, C. S.....1948 Winston-Salem
 1651. Brinkley, J. H.....1912 Lynchburg, Va.
 2636. Brison, J. E. (S. C.).....1933 Gastonia
 2021. Brison, S. P. (S. C.).....1920 Belmont
 2113. Bristow, E. B.....1922 Rockingham
 3135. Britt, G. H.....1947 Raleigh
 3203. Britt, L. E.....1947 Wilmington
 3276. Britt, W. O., Jr. (Ga.).....1949 High Point
 2461. Brodie, T. L.....1928 Burlington
 2063. Brooks, F. G.....1921 Siler City
 3124. Brooks, H. R.....1946 Goldston
 2208. Brookshire, L. P.....1924 Asheville
 3015. Brookshire, L. B.....1943 Asheville
 3089. Brown, C. G. (Ga.).....1944 Roanoke, Ala.
 3190. Brown, Ellen Macon
 (Mrs. Wm. C.).....1947 Greensboro
 3157. Brown, J. H. (Ga.).....1946 China Grove
 1688. Brown, J. K.....1912 Greenville
 3019. Brown, Mary Gillespie
 (Mrs. J. W.).....1943 Burnsville
 3226. Brown, W. C.....1948 Greensboro
 2913. Browning, A. C.....1940 Greensboro
 1394. Browning, B. H.....1908 Littleton
 2501. Browning, D. B.....1929 Kinston
 1590. Browning, H. R.....1911 Essex
 2853. Bruce, T. M.....1939 Hot Springs
 2316. Bryan, R. B.....1926 Charlotte
 1200. Bryan, W. D.....1904 Tarboro
 2645. Buchanan, E. W.....1933 Greensboro
 2808. Buchanan, E. C.....1938 Kinston
 2676. Buchanan, R. A.....1934 Greensboro
 1977. Buffaloe, J. M.....1919 Raleigh
 1284. Buhmann, Walter.....1905 Asheville
 2779. Bullard, R. E.....1937 Fayetteville
 2709. Bullock, Clifton
 (Conn.).....1935 Henderson
 2651. Bunch, L. E.....1933 Goldsboro
 2745. Bunn, R. S.....1936 Elizabeth City
 3115. Burbage, W. H. (S. C.).....1946 Albemarle
 2259. Burgess, T. R.....1925 Sparta
 3090. Burke, G. H. (Mich.).....1944 Fort Lauderdale,
 Fla.
 2789. Burlage, H. M.
 (Wash.).....1937 Austin, Texas
 1612. Burnett, B. J. (col.).....1911 Rocky Mount
 3182. Burnette, Fate
 Mitchell.....1947 Black Mountain
 1650. Burnette, J. P.....1912 Whitakers
 3016. Burnette, J. P., Jr.....1943 Tarboro
 2858. Burris, L. R.....1939 Valdese
 2165. Burrus, S. B. (Ga.).....1923 Sylva
 3228. Burrus, B. M.....1948 Sylva
 2544. Burt, M. S.....1930 Durham
 1681. Burwell, W. A.....1912 Raleigh
 1872. Butler, A. B.....1916 Clinton
 3008. Butler, Josephine
 Eldridge (Mrs. G. B.).....1942 Gainesville, Fla.
 2450. Bynum, C. W.....1928 New Bern
 1097. Byrd, Clement.....1903 Wilmington
- C
2914. Cable, M. L.....1940 Asheville
 2225. Cagle, C. V. (Ga.).....1924 Greensboro
 2473. Cain, C. M. (S. C.).....1929 Caroleen
 2136. Cain, H. E. (S. C.).....1923 Asheville
 2050. Cain, L. D.....1921 Wilmington
 3282. Caldwell, E. G.....1949 Lumberton
 2866. Caldwell, E. L. (col.).....1939 Martinsville, Va.
 2292. Caldwell, P. L. (Ga.).....1925 Wilmington
 1748. Caldwell, P. G.....1914 Gastonia
 2018. Callahan, E. F. (S. C.).....1920 Durham
 2637. Cameron, W. L. (S. C.).....1933 Belhaven
 2962. Campbell, E. G., Jr.....1941 Rocky Mount
 2219. Campbell, F. E.....1924 Hamlet
 1894. Campbell, H. T.....1916 Maiden
 3260. Campbell, Lena Silver
 (Mrs.).....1949 Ayden
 1955. Campbell, R. B.....1917 Taylorsville
 2198. Campbell, T. N.....1924 Whiteville
 3051. Canaday, M. S.....1944 Four Oaks
 1706. Canaday, R. C.....1913 Four Oaks
 1837. Canaday, W. H.....1915 Wichita Falls,
 Tex.
 3125. Canipe, J. C., Jr.....1946 Atlanta, Ga.
 3246. Cannon, C. C. (S. C.).....1948 Durham
 2823. Capps, E. U.....1938 Ahoskie
 2502. Cardell, J. C.....1929 Asheville
 2617. Carroll, W. W.....1932 Dunn
 2331. Carswell, A. P.....1926 Durham
 3017. Carswell, J. H.....1943 Chapel Hill
 2043. Carswell, R. F.....1921 Winston-Salem
 1232. Carter, Samuel.....1905 Salisbury
 1659. Carter, Stamey.....1912 Lexington
 3084. Caruthers, M. R.....1945 Wilmington
 1787. Cassel, A. S.....1914 Raleigh
 3142. Casteel, J. R. (W. Va.).....1946 Durham
 3247. Cates, L. R. (S. C.).....1948 Blacksburg, S. C.
 1839. Caton, E. J.....1915 Clinchco, Va.
 2900. Caudill, Alta Jane
 Holden (Mrs. J.).....1940 Gainesville, Fla.
 3164. Caudle, Lexie Virginia.....1947 Greensboro
 2831. Causey, J. H.....1938 Valdese
 3283. Cavanaugh, S. M.....1949 Rose Hill
 2131. Cecil, A. C.....1923 High Point
 2326. Champion, H. C.....1926 Kannapolis
 2274. Champion, H. O.....1925 Franklin
 2555. Chandler, E. O. (Va.).....1930 Leaksville

2920. Chandley, A. B.....	1940 Asheville
1348. Chapman, D. S.....	1907 Durham
2744. Chapman, H. C.....	1936 Durham
1775. Chappell, J. C.....	1914 Raleigh
1945. Cheek, G. B.....	1917 Charlotte
1453. Cherry, J. L.....	1909 Charlotte
1562. Cherry, W. C.....	1910 Winston-Salem
1960. Chestnutt, J. M.....	1917 Clinton
1614. Christian, J. B. (col.).....	1911 Winston-Salem
2711. Civil, J. K. (S. C.).....	1935 Charlotte
2683. Clapp, E. B.....	1934 Newton
1561. Clark, C. B.....	1910 Williamston
2668. Clark, C. B., Jr.....	1934 Williamston
2978. Clark, G. E.....	1941 Warsaw
2680. Clark, S. G.....	1934 New Bern
2341. Clark, W. A.....	1926 Williamsburg, Va.
2392. Clayton, A. W., Jr.....	1927 Durham
3229. Claytor, D. D.....	1948 Winston-Salem
2205. Cline, C. E.....	1924 Charlotte
1999. Cline, F. H.....	1920 Charlotte
2649. Cline, M. L.....	1933 Oteen
2976. Cloer, P. L.....	1941 Lenoir
2042. Cobb, J. L.....	1921 Waynesville
2608. Coble, J. C.....	1932 Greensboro
2747. Cochran, A. L., Jr.....	1936 Jackson
3126. Cole, Jessie Frances.....	1946 Winston-Salem
2226. Cole, T. R. (Ga.).....	1924 Sanford
1563. Coleman, H. G.....	1910 Durham
2886. Colina, G. D. (S. C.).....	1940 Charlotte
3091. Collette, R. W. (S. C.).....	1945 Mocksville
3085. Collier, Halcyone Belle.....	1945 Asheville
3284. Collins, B. F., Jr.....	1949 Winston-Salem
1484. Compton, J. W.....	1909 Salisbury
2542. Connell, J. P. B.....	1930 Henderson
1981. Cooke, D. B., (col.).....	1919 Weldon (Tenn.)
1165. Cooke, H. M.....	1904 Spencer
2876. Cooke, H. M., Jr.....	1939 Winston-Salem
1900. Copeland, R. R.....	1916 Ahoskie
1667. Coppedge, J. B.....	1912 Raleigh
3107. Corbett, Muriel Upchurch (Mrs.).....	1945 Smithfield
2098. Corbett, A. R. (W. Va.).....	1922 Charlotte
2594. Cornelius, R. E. (Ohio).....	1932 Concord
2777. Cornwell, A. H.....	1937 Lincolnton
2669. Cornwell, G. T.....	1934 Morganton
3075. Corwith, F. H.....	1945 Southampton, N.Y.
1431. Costner, B. P.....	1908 Lincolnton
1320. Council, C. T.....	1906 Durham
2227. Cousins, W. G. (Pa.).....	1924 Charlotte
3140. Cowan, W. L. (S. C.).....	1946 Forest City
3285. Coward, Evelyn Ruth.....	1949 Charlotte
1452. Cox, M. H.....	1909 Asheville
2138. Cox, R. O. (Mich.).....	1923 Winston-Salem
2925. Cox, Rupert.....	1940 Pilot Mountain
1689. Crabtree, E. P.....	1912 Raleigh
3252. Craft, R. E. (S. C.).....	1948 Gastonia
2825. Craig, L. B.....	1938 Vass
2276. Craig, W. F.....	1925 Charlotte
715. Cranmer, J. B. (M.D.).....	1893 Wilmington
1684. Craven, C. H.....	1912 Greensboro
1599. Crawford, E. P.....	1911 High Point
2864. Crawford, H. D.....	1939 Swannanoa
2939. Creech, J. A.....	1941 Salemburg
2822. Creech, J. L.....	1938 Smithfield
2699. Creech, L. R.....	1935 Oxford
2623. Creech, W. H.....	1932 Selma
1235. Crews, E. T., Jr.....	1905 Orlando, Fla.

2646. Crissman, U. F.....	1933 Lexington
2752. Cromley, R. I. (Ga.).....	1937 Raleigh
3169. Crowe, D. F. (Ga.).....	1947 Baltimore, Md.
2773. Crowell, C. M., Jr.....	1937 Mooresville
2681. Crumpler, L. H.....	1934 Raleigh
2001. Crutchfield, T. G.....	1920 Greensboro
2862. Culbreth, G. M.....	1939 Southern Pines
1609. Culpepper, F. D.....	1911 Louisburg
2464. Curtis, J. R.....	1928 Bessemer City
2342. Curtis, R. H.....	1926 Rowland

D

1835. Dailey, R. I.....	1915 Reidsville
3076. Dameron, H. G.....	1945 Tabor City
2863. Daniel, A. G.....	1939 Portsmouth, Va.
1692. Daniel, E. C.....	1913 Zebulon
3136. Dantzier, S. A. (S. C.).....	1946 Spartanburg
2830. Darden, R. J.....	1938 Clinton
3274. Darling, A. J. (Idaho).....	1949 Asheville
2099. Darlington, J. M. (Va.).....	1922 Winston-Salem
3033. David, J. P.....	1943 Plymouth
3092. Davis, Bernard (Missouri).....	1944 Winston-Salem
2888. Davis, C. E., Jr. (S. C.).....	1939 Kershaw, S. C.
2064. Davis, C. V.....	1921 Mount Airy
2343. Davis, D. R.....	1926 Williamston
1763. Davis, H. E.....	1914 Andrews
2334. Davis, J. G.....	1926 Spindale
1740. Davis, J. W.....	1914 Edenton
1731. Davis, K. W.....	1913 Winston-Salem
2855. Davis, M. L.....	1939 Elm City
2965. Davis, McD., Jr.....	1941 Roseboro
1485. Dawson, M. P.....	1909 Rocky Mount
2521. Day, L. G. (S. C.).....	1930 Spruce Pine
2498. Dayvault, F. W.....	1929 Lenoir
2281. Deal, H. M.....	1925 Lenoir
2015. Dees, R. E. L.....	1920 Wallace
3119. Dees, R. R.....	1946 Burgaw
2476. Dennis, C. M. (S. C.).....	1928 Shelby
3176. Dente, M. A. (N. J.).....	1947 High Point
2416. Derrick, C. L. (Ga.).....	1928 Greensboro
2832. Dever, J. H.....	1938 Greensboro
2386. Dill, G. W.....	1927 Morehead City
2500. Dillehay, J. T.....	1929 Graham
2923. Dillon, H. E.....	1940 Elkin
3143. Dingler, K. L.....	1946 Mt. Airy
1773. Dinwiddie, P. H.....	1914 Marshall
2600. Dodd, C. N. (Va.).....	1932 Raleigh
1956. Dodson, Tyree.....	1917 Washington, D. C.
1218. Douglas, J. D. (col.).....	1904 Henderson
3254. Dowdell, W. O. (Ala.).....	1949 Charlotte
1911. Dowdy, D. A.....	1917 High Point
2702. Dudley, W. G., Jr.....	1935 Reidsville
2817. Duffy, H. B.....	1938 New Bern
2964. Duguid, Helen Williams.....	1941 Chapel Hill
3149. Dukes, G. W., Jr. (S. C.).....	1946 Walterboro, S. C.
1961. Durham, C. T.....	1917 Chapel Hill

E

2791. Eadie, E. B. (S. C.).....	1938 Charlotte
2712. Easley, Willa Virginia (col.) (D. C.).....	1935 Whiteville
1594. East, J. S.....	1911 Draper
2975. Eatman, G. A.....	1941 Wilson
3114. Eberly, M. D. (Ind.).....	1946 Louisville, Ky.
3093. Edmonds, G. H. (S. C.).....	1944 Winter Park

891. Edmonds, M. M.
(Missouri).....1940 Wallace
619. Edwards, C. R.....1932 Kannapolis
094. Edwards, G. B. (Ga.).....1944 Wake Forest
286. Edwards, J. W.....1949 Reidsville
867. Edwards, L. K., Jr.....1939 Stantonburg
081. Edwards, O. C.....1921 Raleigh
940. Edwards, S. M., Jr.....1941 Ayden
922. Edwards, S. McG.....1917 Ayden
004. Edwards, T. N.....1901 Charlotte
006. Eldridge, Julius.....1901 Winston-Salem
072. Eller, R. C.....1944 Belmont
935. Ellington, C. W.....1899 Greensboro
351. Elliott, A. G.....1907 Fuquay Springs
770. Elliott, A. G., Jr.....1945 Fuquay Springs
266. Ellis, W. D.....1925 Martinsville, Va.
221. Ellison, J. M. (Fla.).....1948 Miami, Fla.
826. Elson, J. R., Jr.....1938 Enka
522. Elson, J. R. (W. Va.).....1929 Enka
070. Estes, J. C., Jr.....1944 Graham
457. Etheridge, S. B.....1909 Washington
585. Etheridge, S. G.....1911 Elizabeth City
008. Etheridge, T. J., Jr.....1920 Bailey
837. Eubanks, C. L.....1896 Chapel Hill
859. Eubanks, J. N.....1916 Greensboro
686. Evans, J. E.....1934 Marion
170. Evans, W. B. (Ga.).....1923 Greensboro
- F
687. Farmer, W. F.....1934 Scotland Neck
908. Farrell, R. D.....1917 Greensboro
328. Farrington, J. V.....1926 Burgaw
743. Faucette, W. P.....1914 Raleigh
1459. Faulconer, R. C.....1909 Burlington
171. Feagin, E. L. (Ala.).....1923 Hendersonville
3255. Feagin, E. L., Jr. (Ala.).....1949 Hendersonville
127. Fearing, M. K., Jr.....1946 Manteo
172. Fearington, T. B.
(Miss.).....1924 Denton
2467. Ferguson, J. S.....1928 Fayetteville
194. Ferguson, H. Q.....1924 Randleman
1920. Fields, J. T., Jr.....1917 Laurinburg
3287. Finer, Z. L.....1949 Charlotte
1800. Finley, G. B.....1915 Old Fort
1797. Fishel, A. L.....1915 Winston-Salem
1946. Fisher, Lester.....1917 Statesville
1861. Fitchett, C. E.....1916 Dunn
1704. Fleming, C. H.....1913 Creedmoor
3261. Fleming, O. G.....1949 Rocky Mount
3201. Fleming, Velma (Va.).....1947 Petersburg, Va.
3018. Flinn, H. L.....1943 Pinetops
2255. Fordham, C. C., Jr.....1925 Greensboro
1487. Fordham, C. McK.....1909 Greensboro
2652. Forrest, B. B.....1933 Hillsboro
1672. Foster, Caney.....1912 Seaboard
2332. Foster, D. W.....1926 W. Asheville
1685. Foster, J. C. C.....1912 Tryon
2941. Foster, R. E., Jr.....1941 Franklin, Va.
1735. Fowlkes, W. M.....1913 Enfield
1322. Fox, C. M.....1906 Asheville
2781. Fox, H. S.....1937 Winston-Salem
2843. Fox, J. H.....1939 Asheville
2942. Fox, J. C., Jr.....1941 Chapel Hill
1033. Fox, L. G.....1901 Rockingham
3036. Fox, Margaret Lloyd
(Mrs. J. C., Jr.).....1943 Chapel Hill
2400. Franklin, K. V.....1927 Raleigh
3150. Franklin, R. E. (Miss.).....1946 Greensboro
1564. Frieze, W. S.....1910 Concord
1434. Fullenwider, Phifer.....1908 Raleigh
2979. Fuller, E. R.....1941 Salisbury
2892. Fulmer, P. A. (S. C.).....1940 Greer, S. C.
2086. Furr, F. L.....1921 Durham
3055. Fussell, T. E.....1944 Rose Hill
2928. Futrell, C. L.....1940 Raleigh
1646. Futrelle, W. L.....1912 Wilmington
- G
2898. Gaddy, E. P.....1940 Greensboro
1488. Gaddy, H. M.....1909 Tampa 9, Fla.
2943. Gaddy, Phil.....1941 Marshville
3139. Gaddy, R. L., Jr. (Fla.).....1946 Gainesville, Fla.
2770. Galloway, A. E.....1937 Charlotte
1810. Gamble, C. F.....1915 Monroe
2060. Gamble, J. P.....1921 Monroe
3319. Gardner, J. T.....1949 Lincolnton
2286. Gardner, Mattie Smith
(Mrs. W. K.).....1925 Charlotte
1403. Gardner, T. L.....1908 Reidsville
1954. Garner, C. V.....1917 Warsaw
1886. Gattis, P. D.....1916 Raleigh
3230. Gerlinger, J. J.....1948 Rocky Mount
2465. Garren, F. O.....1928 Winston-Salem
2039. Garrett, Y. D., Jr. (col.).....1920 Durham
1124. Gilbert, Loamie.....1903 Benson
2784. Gilbert, L. M., Jr.....1937 Maxton
2069. Gilbert, W. B. (Ga.).....1921 Raleigh
3288. Gilliam, Doris Marie.....1949 Winston-Salem
2257. Gilliam, W. A.....1925 Winston-Salem
2557. Gillikin, C. E. (S. C.).....1931 Kenly
2272. Glass, P. G.....1925 Kannapolis
2731. Glass, W. T., Jr.....1936 Wilmington
2588. Glenn, E. F.....1931 Morehead City
2270. Glenn, J. S.....1925 Mt. Olive
2701. Glenn, R. A.....1935 Clinton
1602. Godfrey, P. V.....1911 Charlotte
2624. Godwin, C. F.....1932 Pine Level
2119. Goode, B. S.....1923 High Point
1489. Goode, J. A.....1909 Asheville
2294. Gooden, D. T. (Va.).....1926 Grottoes, Va.
1709. Goodrum, C. S.....1913 Davidson
2899. Goodwin, M. N.....1940 Apex
2629. Gordon, T. W.....1932 Thomasville
1100. Gorham, R. S.....1903 Rocky Mount
1916. Graham, J. C.....1917 Red Springs
3262. Graham, L. I.....1949 Roseboro
1565. Grantham, L. I.....1910 St. Pauls
924. Green, C. F.....1899 Wilmington
2944. Greene, H. W.....1941 Wilmington
1490. Greene, H. C.....1909 Charlotte
3165. Greenspan, Joseph.....1947 Asheville
2217. Greenwood, A. M.....1924 High Point
3096. Gregory, W. S. (S. C.).....1944 Shelby
2736. Greyer, Mary Alice
Bennett (Mrs. J. P.).....1936 Bryson City
3231. Griffin, E. W., Jr.....1948 Kings Mountain
2295. Griffin, Octavus (Va.).....1926 Roanoke Rapids
3289. Griffin, S. D., Jr.....1949 Asheville
3170. Griffin, W. A. (Ala.).....1947 New Smyrna
Beach
2508. Griffin, W. R.....1929 Old Fort
1374. Griffith, Wiltshire.....1907 Hendersonville
1829. Grimes, G. D.....1915 Robersonville
3147. Grist, F. M. (Ga.).....1946 Franklin
3110. Gucker, L. V. (Ind.).....1945 Chandler, Ariz.
2055. Guion, C. L.....1921 Aberdeen

1860. Guion, C. D. 1916 Cornelius
 2056. Guion, H. N. 1921 Marshville
 2252. Guiton, J. A. 1925 Whiteville
 1856. Gurley, W. B. 1916 Windsor
 2829. Guthrie, C. H. 1938 Beaufort
- H
3104. Hahl, Marguerite White
 (Mrs. J. W.) 1945 Raleigh
 2273. Hair, R. C. 1925 Pineville
 1939. Hairston, R. S. (col.) 1917 Winston-Salem
 3050. Haith, J. W., Jr. (col.) 1944 Washington, D. C.
 2601. Hall, H. B. (Ala.) (col.) 1932 Winston-Salem
 2460. Hall, I. B., Jr. (col.) 1928 Winston-Salem
 1028. Hall, J. M. 1901 Wilmington
 2381. Hall, J. M., Jr. 1927 Wilmington
 2265. Hall, J. P. 1925 Oxford
 3290. Hall, R. B. 1949 Mocksville
 2189. Hall, S. C. 1924 Oxford
 1491. Hall, S. P. 1909 Charlotte
 2282. Hall, S. B. 1925 Mocksville
 2844. Halsey, W. B. 1939 Winston-Salem
 2684. Ham, F. B. 1934 Florida
 3020. Ham, R. G. 1943 Yanceyville
 2146. Ham, T. J., Jr. (Va.) 1922 Yanceyville
 3197. Hamer, M. S. 1947 Hickory
 971. Hamilton, R. L. 1900 Oxford
 1307. Hamlet, Reginald 1906 Raleigh
 2147. Hamlin, J. T. (col.) 1922 Raleigh
 (W. Va.)
 2945. Hamlin, V. C., Jr. (col.) 1941 Raleigh
 2792. Hammond, H. A. (S. C.) 1937 Winston-Salem
 3232. Handy, K. E. 1948 Raleigh
 1291. Hardee, A. K. 1905 Graham
 2850. Hardee, A. K., Jr. 1939 Charlotte
 2714. Harden, Wilkins (Ark.) 1936 Columbia, S. C.
 2148. Hardwicke, St. J. H.
 (S. C.) 1923 Youngsville
 3129. Hardy, R. W. 1946 Sylva
 1893. Harper, C. T. 1916 Charlotte
 2456. Harper, W. L. 1928 Hendersonville
 2209. Harris, J. C. 1924 Durham
 3263. Harris, L. C. 1949 Cliffs
 2660. Harris, T. B. (S. C.) 1933 Wilmington
 2616. Harris, W. B. 1932 Jamestown
 3123. Harrison, J. W. 1946 Asheville
 2321. Harrison, L. S. 1926 Greenville
 3264. Harrison, R. F. 1949 Sanford
 1462. Harrison, T. N., Jr. 1909 Greenville
 940. Hart, L. W. 1899 China Grove
 2682. Hartis, G. C. 1934 Winston-Salem
 2251. Haupt, Edward 1925 Newton
 3291. Hawkins, H. B. 1949 Chapel Hill
 3265. Hawkins, Reeves 1949 Durham
 1865. Hayes, G. E. 1916 Hickory
 2769. Hayes, W. A. 1937 Reidsville
 1722. Haymore, J. B. 1913 Kinston
 603. Hays, F. B. 1890 Oxford
 3078. Hege, G. D. 1945 Whiteville
 3292. Hemingway, C. E. 1949 China Grove
 1437. Henderson, A. J. (col.) 1908 Fayetteville
 3174. Henderson, C. B. (Ga.) 1947 Chamblee, Ga.
 2376. Henderson, G. E. 1927 Arlington, Va.
 1718. Henderson, J. L. 1913 Salisbury
 2756. Hendrick, A. B. (S. C.) 1937 Monroe
 2841. Hendriksen, H. E. (S. C.) 1939 Wilmington
 2877. Hendrix, J. O. 1939 Canton
 3032. Henley, J. T. 1943 Hope Mills
2664. Hern, E. L. (col.)
 (S. C.) 1947 Charleston, S. C.
 2929. Herndon, H. H. (Ga.) 1940 Marion
 1171. Herndon, M. D. 1904 Durham
 316. Herring, Doane 1884 Wilson
 1944. Herring, N. B. 1917 Wilson
 1375. Herring, R. R. 1907 Oxford
 3058. Herring, R. McP. 1944 Wilmington
 2715. Hertzog, C. W. (S. C.) 1935 Lynchburg, Va.
 1567. Hesterly, L. E. 1910 Hendersonville
 2677. Hicks, A. M. 1934 Greenville, S. C.
 1493. Hicks, C. G. 1909 Raleigh
 1007. Hicks, J. E. F. 1901 Goldsboro
 2595. High, P. J. (S. C.) 1932 Waynesville
 2509. Hill, G. L. (col.) 1929 New Bern
 2012. Hocutt, D. D. 1920 Henderson
 2271. Hodges, F. H. 1925 W. Palm Beach,
 Fla.
 3105. Hoffman, E. N. (S. C.) 1945 Wilmington
 3212. Hoffman, Florence
 Bonner 1948 High Point
 1752. Hoffman, J. F., Jr. 1914 High Point
 2122. Hogan, A. L. 1923 Kinston
 2549. Hoggard, C. R. 1930 Washington, D. C.
 1724. Holding, T. E., Jr. 1913 Wake Forest
 3007. Holland, L. L. 1942 Hamlet
 2019. Holland, R. F. (Ga.) 1919 Charlotte
 3002. Holland, T. M. 1942 Mt. Holly
 1240. Holland, W. F. 1905 Mt. Holly
 2734. Hollowell, W. C. 1936 Greenville
 3043. Hollowell, W. H., Jr. 1944 Edenton
 3171. Holt, Ernest (S. C.) 1947 Forest City
 2695. Holt, F. A. 1935 Brevard
 3266. Holt, Maryellen Millaway
 (Mrs.) 1949 Burlington
 2868. Honeycutt, G. W. 1939 Rockingham
 1494. Hood, H. C. 1909 Smithfield
 1595. Hood, J. C. 1911 Kinston
 3293. Hood, J. C., Jr. 1949 Kinston
 1712. Hood, P. C. 1913 Dunn
 2283. Hood, T. R. 1925 Dunedin, Fla.
 1101. Hood, W. D. 1903 Smithfield
 1782. Hooper, F. L. 1914 Sylva
 2930. Hooper, J. L., Jr. (Ga.) 1941 Hiawassee, Ga.
 3188. Horne, H. R. 1947 Fayetteville
 1376. Horne, W. H. 1907 Greenville
 1844. Horsley, H. T. 1915 Mount Holly
 2085. Horton, J. P. 1921 North Wilkesboro
 2175. Hough, J. T. (S. C.) 1923 Charlotte
 1522. House, Joseph 1910 Beaufort
 3267. House, Joseph, Jr. 1949 Beaufort
 2705. Houser, W. H. 1935 Cherryville
 3011. Howell, J. G. (S. C.) 1942 Charleston, S. C.
 3268. Howell, Viola Richards
 (Mrs.) 1949 Pikeville
 3061. Howell, W. L., Jr. (Ga.) 1943 Raeford
 1408. Howerton, J. L. 1908 Greensboro
 1813. Hoyle, M. H. 1915 Cooleemee
 2793. Hubbard, Estill (Ky.) 1938 Lexington, Ky.
 3209. Huber, H. G. (N. J.) 1947 Charlotte
 3183. Hunt, Nancy Travis 1947 Raleigh
 1546. Hunter, J. B. 1910 Charlotte
 3006. Huntley, C. O. 1942 Lenoir
 2696. Huntley, W. A. 1935 Kernersville
 3167. Hurwitz, Shirley 1947 Arlington, Va.
 2633. Huss, K. W. 1933 Lincolnton
 1542. Hutchins, J. A. 1910 Winston-Salem

I

2878. Ingle, C. E.	1939 Asheville
2009. Ingram, L. M.	1920 High Point
2980. Inman, G. G.	1941 Rockingham
2946. Irwin, D. A.	1941 Elkin
3021. Irwin, R. L.	1943 North Wilkesboro
2446. Isler, J. H. (col.)	1928 Charlotte
1753. Isler, W. A. (col.)	1914 New York, N Y

J

2385. Jackson, J. C.	1927 Lumberton
2222. Jackson, Leonidas	1924 Erwin
2559. Jackson, Oseola (col.)	
(Tenn.)	1930 Goldsboro
2091. Jacobs, M. L.	1922 Chapel Hill
927. Jacocks, F. G.	1899 Elizabeth City
1463. James, A. A.	1909 Winston-Salem
2512. James, C. J.	1929 Hillsboro
1377. James, S. T. (col.)	1907 Durham
1545. Jarrett, L. M.	1910 Biltmore
1244. Jenkins, J. V.	1905 Brevard
1438. Jenkins, L. W.	1908 Tabor City
2375. Jenkins, Sam.	1927 Walstonburg
2596. Jenkins, W. I. (Va.)	1931 Biscoe
1756. Jernigan, R. W.	1914 Chapel Hill
2947. Johnson, A. R.	1941 Nashville
2966. Johnson, G. F., Jr.	1941 Wadesboro
2396. Johnson, G. P.	1927 Jacksonville
2223. Johnson, J. E., Jr.	1924 Lumberton
2716. Johnson, O. L. (Md.)	1935 Charlotte
3022. Johnson, R. H.	1943 Robbins
2232. Johnson, R. J. (S. C.)	1924 Asheville
2733. Johnson, T. B.	1936 Hickory
3034. Johnson, T. H.	1943 Raleigh
2200. Johnson, W. L.	1924 Raleigh
2006. Johnson, W. R.	1920 Raleigh
2632. Johnson, W. S.	1933 Rocky Mount
2739. Johnson, W. W.	1936 Fuquay Springs
930. Johnston, A. S.	1899 Smithfield
3049. Johnston, C. A.	1944 Littleton
2151. Joiner, A. E. (Ga.)	1923 High Point
2034. Joiner, L. B. (S. C.)	1920 Salisbury
1589. Jones, Alpheus	1911 Warrenton
3086. Jones, Constance DuBose	
(Mrs. O. M., Jr.)	1945 Elmhurst, Ill.
2233. Jones, Dolan (Ga.)	1925 Monroe
2851. Jones, G. H.	1939 Zebulon
1174. Jones, H. E. (col.)	1904 Asheville
2152. Jones, J. L. (Ga.)	1922 Canton
1693. Jones, J. Hunter	1913 Haw River
3294. Jones, W. W. (col.)	1949 Raleigh
2041. Jordan, D. L.	1921 Angier
3295. Jordan, W. M., Jr.	1949 Asheville
3296. Jordan, W. W.	1949 Henderson
3023. Jowdy, A. W., Jr.	1943 Chapel Hill
1766. Joyner, J. D.	1914 Dallas

K

2576. Kale, R. G.	1931 Durham
3113. Kearns, T. N. (Ga.)	1946 Asheville
2809. Kee, H. J.	1938 Norfolk, Va.
2690. Kennum, R. F. (Tenn.)	1935 Hazelwood
1892. Keever, J. W. (M.D.)	1916 Hickory
918. Kellam, R. A.	1898 Vass
2350. Kelly, G. C.	1926 Lillington
2967. Kelly, H. L.	1941 Durham
3224. Kelly, T. J. (S. C.)	1948 Winston-Salem

959. Kendall, B. H.	1900 Shelby
3130. Kennedy, Lucy Lee	1946 Durham
3024. Kerr, B. D.	1943 Greensboro
1466. Kerr, James	1909 High Point
2848. Kessler, M. M.	1939 Silver Spring, Md.
1356. Kibler, R. E.	1907 Morganton
2999. King, A. H.	1942 Durham
2399. King, B. F.	1927 Hickory
1496. King, J. R.	1909 Durham
3097. King, V. J. (S. C.)	1944 Rock Hill, S. C.
2027. King, W. H. (col.)	
(S. C.)	1919 Greensboro
3166. Kingsbury, Mary Harris	
(Mrs.)	1947 Durham
1997. Kirby, G. S., Jr.	1920 Marion
2201. Kirby, J. H.	1924 Charlottesville, Va
2421. Kirkpatrick, G. L.	
(S. C.)	1927 Black Mountain
3297. Kirkpatrick, T. M., Jr.	1949 Spray
3189. Kiser, A. G.	1947 Asheville
3298. Kiser, F. C.	1949 Asheville
2948. Kiser, R. A.	1941 Gastonia
2758. Klein, B. F. (Pa.)	1936 Asheville
1620. Knight, C. V.	1911 Wilson
3079. Knight, E. H.	1945 Black Mountain
3299. Knight, J. E.	1949 Black Mountain
2193. Knight, R. S., Jr.	1924 Columbia
952. Koonce, J. E.	1900 Chadbourn
3233. Koonce, S. G.	1948 Chadbourn
1799. Koonce, T. R.	1915 Fair Bluff
2580. Koonts, A. A.	1931 High Point
2968. Kornegay, G. B.	1941 Mt. Olive
3000. Kornfeld, Abraham	1942 Rocky Mount
2931. Kraus, Emma Myrtle	
(Va.)	1940 Charlotte
2586. Kritzer, E. L.	1931 Albemarle
3141. Krumbein, Nathaniel	
(S. C.)	1946 Charlotte
2267. Kunkle, A. B.	1925 Charlotte

L

1409. Lafferty, P. M.	1908 Concord
3185. Lain, Emily Aliton	
(Mrs.)	1947 Port Jervis, N. Y.
2178. Lamar, W. L., Jr. (Ala.)	1923 Albemarle
2116. Lamm, L. M.	1923 Mt. Airy
3211. Landaker, W. G. (Ill.)	1948 Ft. Lauderdale, Fla.
1358. Lane, W. A.	1907 Winston-Salem
2120. Langdon, R. E.	1923 Fayetteville
2746. Langdon, Roscoe	1936 New Orleans, La.
3080. Langston, D. O.	1945 Franklinton
3300. Lanier, LeRoy	1949 Fayetteville
2662. Lasley, C. G. (Pa.)	1934 Draper
1880. Lasley, M. I.	1916 Winston-Salem
2836. Laughlin, D. A. (Pa.)	1938 Raleigh
3200. Lawson, J. I., Jr. (Ga.)	1947 Southern Pines
2049. Layton, C. C.	1921 High Point
2457. Lazarus, Joseph	1928 Sanford
1439. Lea, L. J.	1908 Laurinburg
2013. Lea, V. D.	1920 Durham
1148. LeBoo, P. S. (col.)	1903 Wilmington
1942. Ledbetter, E. D.	1917 Lincolnton
2932. Ledford, J. E. (Ga.)	1940 Blairsville, Ga.
1128. Lee, P. A.	1903 Dunn
2387. Legette, J. S.	1927 Charlotte
815. Leggett, W. A.	1896 Edenton
2261. Lemon, H. H. (col.)	1925 High Point

2481. Lever, T. H. (S. C.).....	1928 Charlotte
2933. Lewis, B. B. (Ohio).....	1941 Lincolnton
1671. Lewis, H. R.	1912 Asheville
1675. Lewis, R. B.	1912 Statesville
2783. Lewis, W. C.	1937 Kannapolis
2949. Lewis, W. K.	1941 Mt. Olive
2749. Libbus, T. A.	1936 New Bern
3220. Lindenschmidt, V. J. (Ind.).....	1948 Winston-Salem
2821. Link, F. P.	1938 Reidsville
2788. Linn, T. L.	1938 Landis
1467. Lisk, D. C.	1909 Charlotte
3213. Little, G. L.	1948 New Kensington, Pa.
2901. Lloyd, A. A.	1940 Hillsboro
2011. Lloyd, T. P.	1920 Chapel Hill
3146. Lockhart, B. O.	1946 Greensboro
1468. Loftin, J. U.	1909 Albemarle
2927. Lorek, L. A.	1940 Radford, Va.
2706. Lovett, H. E.	1935 Liberty
3301. Lovette, J. F.	1949 Liberty
3302. Lowe, J. D.	1949 High Point
1976. Lowry, W. A.	1919 Alexandria, Va.
1670. Lunn, F. H.	1912 Winston-Salem
667. Lutterloh, I. H. (M.D.).....	1891 Sanford
1357. Lutz, H. C.	1907 Hickory
2852. Lynch, Ernestine Barber (Mrs. H. W.).....	1939 Chapel Hill
1176. Lynch, N. W.	1904 Rowland
2872. Lynch, W. F.	1939 Durham
1774. Lyon, F. F.	1914 Oxford
2510. Lyon, J. F.	1929 Rocky Mount
1666. Lyon, O. H.	1912 Kenly
1379. Lyon, R. P.	1907 Wadesboro

Me

2694. McAllister, H. C.	1935 Chapel Hill
1948. MacNair, W. R.	1902 Henderson
2997. McAdams, J. W.	1942 Burlington
1411. McArthur, R. M.	1908 Suffolk, Va.
2065. McBane, J. O. D.	1921 Greensboro
2023. McBride, T. L. (Pa.).....	1919 Marshville
2787. McBryde, R. V.	1937 Fayetteville
2741. McCarn, M. Rebekah Moose (Mrs.).....	1936 Mt. Pleasant
2704. McCollum, N. H., Jr.	1935 Leaksville
2996. McCrimmon, D. G.	1942 Robbins
2348. McCrimmon, D. D.	1926 Pittsboro
2277. McCrummen, D. C.	1925 Aberdeen
2540. McDaniel, P. L.	1930 Arlington, Va.
1569. McDonald, A. H.	1910 Durham
3269. McDonald, J. C.	1949 W. Durham
2215. McDonald, W. R., Jr.	1924 Hickory
2053. McDowell, N. O.	1921 Scotland Neck
3052. McDowell, N. O., Jr.	1944 Scotland Neck
1742. McDuffie, R. A.	1914 Greensboro
2903. McFall, S. W.	1940 Greensboro
2902. McFalls, C. D.	1940 Madison
2859. McFalls, O. W.	1939 Pomona
2960. McGee, J. C.	1941 Canton
2995. McGowan, D. F.	1942 Chapel Hill
805. McKay, D. McN.	1895 Durham
1767. McKay, J. W.	1914 Asheville
3279. McKenzie, C. B. (S. C.).....	1949 Mullins, S. C.
1801. McKenzie, L. McK.	1915 Lumberton
1050. McKesson, L. W.	1902 Statesville
1498. McKnight, L. E.	1909 Fayetteville
2993. McKnight, L. E., Jr.	1942 Buies Creek

3106. McLean, A. L., Jr.	1945 Raleigh
2767. McLean, G. W.	1937 Clinton
1472. McLelland, J. H.	1909 Troutman
2395. McLeod, A. B.	1927 Kinston
1584. McManus, M. T. Y.	1911 Winston-Salem
1825. McMillan, B. F., Jr.	1915 Lumberton
3100. McNair, K. H. (col.).....	1945 Greensboro
2550. McNeill, A. D.	1930 Norwood
1247. McNeill, G. R.	1905 Whiteville
2904. McNeill, J. A.	1940 Whiteville
2679. McNeill, L. J.	1934 Norwood

M

1902. Mabry, C. S.	1917 Hamlet
1833. Macon, A. B.	1915 Mt. Airy
3214. Malion, H. E.	1948 Fairmont
1645. Malone, C. E.	1912 Salisbury
2609. Maness, R. C.	1932 Greensboro
1081. Mansfield, A. L.	1902 Carolina Beach
2469. Markham, G. W.	1928 Fayetteville
1330. Marsh, N. F.	1906 Siler City
1994. Martin, A. N.	1920 Roanoke Rapids
1849. Martin, S. L., Jr.	1915 Leaksville
1687. Mathes, T. J.	1912 Durham
3234. Mathews, G. W., Jr.	1948 Asheville
1918. Matthews, C. E., Jr.	1917 Shelby
958. Matthews, G. E.	1900 Fayetteville
2780. Matthews, J. I.	1937 Raleigh
2729. Matthews, W. F., Jr.	1936 Raleigh
1550. Matthews, W. F.	1910 Randleman
1528. Mattocks, A. McL.	1910 High Point
2268. Mauney, W. McC.	1925 Murphy
1639. May, T. H.	1912 Wake Forest
3191. Mayberry, H. C.	1947 Winston-Salem
2971. Mayrand, L. P.	1941 Greensboro
2016. Mebane, W. M.	1920 Fayetteville
2213. Melvin, M. B.	1924 Raleigh
2005. Melvin, P. J.	1920 Roseboro
2483. Meroney, F. P. (Tenn.).....	1928 Spruce Pine
2424. Merriman, W. D. (S. C.).....	1928 Charlotte
1963. Miles, M. C.	1917 Henderson
2970. Millaway, E. D.	1941 Burlington
3222. Millburg, B. T. (Mo.).....	1948 Morrisonville, Ill.
2304. Miller, A. J. (Mich.).....	1925 Asheville
1862. Miller, C. M.	1916 Wallace
986. Miller, E. H.	1898 Mooresville
2919. Miller, P. W.	1940 Salisbury
2717. Miller, R. E. (S. C.).....	1935 Wilmington
1883. Millican, A. G.	1916 Wilmington
2782. Millis, A. E.	1937 Washington, D. C.
2062. Mills, J. C.	1921 Cliffs
1815. Mills, J. A.	1915 Tabor City
2922. Minton, S. S., Jr.	1940 Asheville
2693. Mitchell, C. E. (S. C.).....	1934 Highlands
1840. Mitchell, C. P.	1915 Elizabeth City
2738. Mitchell, J. D.	1936 Kannapolis
1707. Mitchell, H. G.	1913 Burlington
847. Mitchener, J. A.	1897 Edenton
2775. Mitchener, J. A., Jr.	1937 Edenton
3235. Mitchener, J. W.	1948 Hertford
2748. Mitchener, Nancy Pike (Mrs. J. A., Jr.).....	1936 Edenton
2897. Mock, C. H. (Tenn.).....	1939 Boone
1129. Montague, G. W.	1903 Durham
3081. Montesanti, Joseph, Jr.	1945 Southern Pines
2031. Mooneyham, A. O. (Ala.).....	1919 Asheville
2425. Mooneyham, O. J. (Ga.).....	1928 Forest City
2426. Moore, A. L. (Ga.).....	1927 China Grove

2004. Moore, A. R.	1920 Wilson
2994. Moore, B. McI.	1942 Eastport, N. Y.
2404. Moore, H. P.	1927 Hendersonville
1588. Moore, J. P.	1911 Wilmington
2327. Moore, M. A.	1926 Tarboro
2339. Moore, T. J.	1926 Wilson
1747. Moose, G. K.	1914 Boone
2372. Moose, H. A.	1927 Mt. Pleasant
2365. Moose, W. L. (Md.)	1926 Greensboro
3270. Morgan, G. D.	1949 Henderson
2819. Morris, A. F.	1938 Laurinburg
1331. Morrison, M. S.	1906 Wilson
1499. Morton, J. X.	1909 Faison
3053. Morton, W. A.	1945 Salisbury
2648. Moss, F. M.	1933 Gastonia
1629. Mullen, L. B.	1912 Asheville
1733. Munday, C. C.	1913 Taylorsville
1991. Mundy, J. C.	1931 Matthews
1657. Murchison, E. E.	1912 Rocky Mount
1727. Murphrey, L. W.	1913 Rocky Mount
1606. Murphy, J. C.	1911 Charlotte
2548. Murr, G. F.	1930 Thomasville
3067. Murray, Alexander	
(W. Va.)	1944 High Point
2730. Murrell, H. T.	1936 Maxton
3099. Murratori, Francis.	1945 Raleigh
3236. Myers, L. M.	1948 Winston-Salem

N

2096. Nance, J. S.	1922 Charlotte
2672. Neal, C. L.	1934 Suffolk, Va.
3207. Neal, J. C. (Ga.)	1947 Spartanburg, S. C.
3144. Neely, C. M. (col.)	1946 Winston-Salem
3192. Negron, Ida Aponte	1947 Raleigh
2785. Neil, J. W.	1937 Charlotte
3250. Nelson, Christine Sophie	
(col.) (D. C.)	1948 Winston-Salem
2497. Nelson, J. B.	1929 Spray
2325. Nelson, S. G.	1926 Aulander
1913. Nelson, W. G.	1917 Dallas, Tex.
2380. Neville, Augustus, Jr.	1927 Spring Hope
1934. Newsome, H. C.	1917 Winston-Salem
1178. Nicholson, A. T.	1904 Tarboro
2614. Nicholson, E. N.	1932 Murfreesboro
1516. Nicholson, M. A.	1910 Troy
2795. Noell, R. J. (Ga.)	1937 Asheville
2181. Norman, J. P. (Va.)	1924 Greensboro
1131. Norman, J. S. (M.D.)	1903 Gastonia
993. Nottingham, G. S.	1901 Portsmouth, Va.
1310. Nowell, Edwin	1906 Asheville
1537. Nowell, W. R.	1910 Wendell

O

2950. Oakley, C. S.	1941 Mebane
2466. Oakley, C. H.	1928 Roxboro
2802. Oates, C. C., Jr.	1938 Hendersonville
2879. O'Daniel, J. S.	1939 Hickory
637. O'Hanlon, E. W.	1891 Winston-Salem
3159. O'Hara, J. B. (Mass.)	1946 Laurinburg
2665. Oliver, E. W. (Ala.)	1933 Greensboro
3012. Oliver, G. G. (S. C.)	1943 Whiteville
2315. O'Neal, W. P.	1926 Belhaven
1381. Overman, H. S.	1907 Elizabeth City
3154. Owen, F. R. (Ga.)	1935 Tryon
3040. Owens, T. Q.	1943 Whiteville
3063. Oxner, G. L. (S. C.)	1944 Greensboro

P

3303. Pace, T. A.	1949 Hendersonville
2803. Page, C. E., Jr.	1938 Henderson
2220. Palmer, A. W.	1924 Sanford
3120. Parker, J. G. (col.)	1946 Durham
3215. Parker, L. J.	1948 Greensboro
2474. Parker, N. M. (col.)	1929 Fayetteville
1333. Parker, R. S.	1906 Murphy
2123. Parker, W. W., Jr.	1923 Henderson
2827. Parks, W. A.	1938 Ft. Mill, S. C.
2569. Parrish, L. F.	1931 Rocky Mount
3101. Parsons, R. H.	1945 Middleburg, N. Y.
3057. Patterson, Phyllis Scholl	
(Mrs. Roger C.) (Ohio)	1944 Fort Wayne, Ind.
1013. Patterson, W. D.	1901 Elizabethtown
1500. Peacock, M. A.	1909 Benson
2743. Pearce, J. H.	1936 Asheville
1621. Pearson, Maleria E.	
(col.)	1911 Durham
3131. Pecora, Ruth Patterson	
(Mrs. John)	1946 Erwin
2089. Pegram, Addie Bradshaw	
(Mrs. C. W.)	1922 Apex
1783. Pender, F. H., Jr.	1914 Asheville
1668. Perry, D. L. (col.)	1912 Fort Bragg
1082. Perry, W. M.	1902 Elizabeth City
2568. Perry, W. R. (col.)	1931 Burlington
2934. Peters, D. B. (M.D.)	
(D. C.)	1940 Asheville
3145. Pethel, R. E.	1946 Mt. Airy
1995. Petrea, F. S.	1920 Greensboro
2452. Phifer, B. R.	1928 Spencer
2675. Phillips, J. E.	1934 Rocky Mount
2014. Phillips, M. B.	1920 Albemarle
2833. Phillips, O. J.	1938 Philadelphia, Pa.
2329. Phillips, W. P.	1926 Morganton
3029. Pickard, J. F.	1943 Greensboro
2951. Pickard, J. M.	1941 Durham
1998. Pierce, J. S.	1920 Rocky Mount
2349. Pigott, D. S.	1926 Gloucester
2861. Pike, J. W., Jr.	1939 Concord
2880. Pilkington, E. L.	1939 Goldsboro
1180. Pinnix, J. M.	1904 Kernersville
2533. Pinnix, J. L.	1930 Kernersville
1382. Pinnix, W. M.	1907 New Bern
3304. Pittman, G. R.	1949 Kenly
3223. Pittman, J. H. (Tex.)	1948 Fayetteville
816. Pleasants, F. R.	1896 Louisburg
3305. Plemmons, Charlotte	
Borders (Mrs.)	1949 Asheville
2906. Plemmons, D. A.	1940 Asheville
1519. Polk, J. B.	1910 Durham
2204. Poole, L. B.	1924 Thomasville
1821. Porter, C. D.	1915 Concord
1660. Porter, Ernest.	1912 Concord
3098. Porter, J. B. (Kan.)	1945 W. Jefferson
2598. Porter, J. D. (Ga.)	1931 Spruce Pine
2327. Powell, E. S.	1948 Oxford
1802. Powell, J. C.	1915 Winston-Salem
3177. Prather, N. L. (Ga.)	1947 Blue Ridge, Ga.
2881. Pressly, C. P.	1939 Charlotte
2804. Price, H. G.	1938 Raleigh
2007. Price, S. H.	1920 Mooresville
2910. Proctor, W. V.	1940 Charlotte
3238. Propst, G. B.	1948 Lenoir
2801. Provo, Jean Bush	
(Mrs.)	1938 Raleigh
3306. Provo, W. W.	1949 Mars Hill

2697. Puckett, U. S.	1935 Stovall
3307. Puckett, W. M.	1949 Apex
2111. Pugh, E. S.	1922 Windsor
2732. Purcell, D. C.	1936 Salisbury
2915. Purcell, S. M., Jr.	1940 Salisbury
954. Purcell, S. M.	1900 Salisbury

Q

1416. Quinn, F. D.	1908 Shelby
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R

3193. Rachide, A. P.	1947 Havelock
2907. Rand, T. R., Jr.	1940 Raleigh
2873. Rankin, W. B.	1939 Manassas, Va.
3216. Ranzenhofer, J. A.	1948 Burgaw
2589. Ratley, W. A.	1931 Goldsboro
1884. Ray, E. L.	1916 Asheboro
2611. Ray, Frederick, Jr.	1932 Jonesboro
2269. Rayburn, H. L.	1925 Charlotte
2607. Reamer, I. T. (Md.)	1931 Durham
2724. Reeves, H. C.	1936 Asheboro
2535. Reeves, L. E., Jr.	1930 Fayetteville
3194. Reddick, A. E. (col.)	1947 New York, N. Y.
2129. Reeves, Jefferson	1923 Waynesville
2615. Register, M. O.	1932 Clinton
1870. Reid, S. H.	1916 Washington
1669. Reins, C. C.	1912 Winston-Salem
3062. Reynolds, Beth Murphy (Mrs. Hugh M.) (Ala.)	1944 Atlanta, Ga.
3239. Rhem, J. F.	1948 Wilmington
1641. Rhinehardt, C. B.	1912 Asheville
2612. Rhodes, C. R.	1932 Charlotte
2871. Rhodes, J. F.	1939 Winston-Salem
2110. Rhyne, C. L. (Ga.)	1922 Charlotte
1503. Rhyne, W. F.	1909 Gastonia
2262. Rice, L. D.	1925 Maxton
3308. Rich, H. C.	1949 Garland
3044. Richardson, A. DeV.	1944 Chapel Hill
1389. Richardson, L. W.	1907 Goldsboro
2546. Richardson, O. K.	1930 Boone
2584. Richardson, W. R.	1931 Boone
1680. Ridenhour, D. G.	1912 Mt. Gilead
3102. Riegel, M. S.	1945 Oswego, N. Y.
2432. Rigby, J. N. (S. C.)	1928 Ahoskie
1386. Riggan, R. D.	1907 Raleigh
3103. Riggsbee, E. L.	1945 Chapel Hill
2882. Rigsbee, E. L.	1939 Durham
1647. Rimmer, E. F.	1912 Sanford
2916. Rimmer, Helen Bell (Mrs. E. F.)	1940 Sanford
3257. Rimmer, R. L. (col.) (Mich.)	1949 Charlotte
1301. Ring, C. A.	1905 High Point
2468. Ring, C. A., Jr.	1928 High Point
1182. Ring, L. B.	1904 Tarpon Springs, Fla.
2627. Rittenbury, R. S.	1932 Charlotte
1827. Rives, H. L.	1915 Bethel
2511. Roberson, Culas.	1929 Spray
1969. Roberts, Herschel.	1918 Weaverville
2973. Roberts, H. E.	1941 Marshall
1517. Robertson, E. G.	1910 Norfolk, Va.
2674. Robinson, Carlton.	1934 Winston-Salem
2740. Robinson, D. P.	1936 Oxford
3137. Robinson, Harriett Agnes (S. C.)	1946 Charlotte
1364. Robinson, J. L.	1907 Belmont
2816. Robinson, T. R., Jr.	1938 Goldsboro

1644. Rogers, R. P.	1912 Durham
3309. Rogers, R. P., Jr.	1949 Durham
2527. Rogers, W. L. (S. C.)	1929 Pembroke
3202. Rogers, W. P. (Tenn.)	1947 Asheville
2720. Rollins, E. W. (S. C.)	1935 Winston-Salem
1337. Rose, I. W.	1906 Chapel Hill
3310. Rose, W. C.	1949 Rocky Mount
3311. Rose, W. P.	1949 Raleigh
3059. Rosser, J. H.	1944 Charlotte
2700. Rouse, L. L.	1935 Fayetteville
2952. Royall, G. E., Jr.	1941 Elkin
2263. Roycroft, W. R.	1925 Coats
1419. Rudisill, J. S.	1908 Forest City
2874. Russell, J. M., Jr.	1939 Asheville
3240. Russell, J. T.	1948 Asheville
2983. Russell, P. B. (Neb.)	1941 Los Angeles, Cal.
2924. Russell, T. W.	1940 Greensboro

S

3064. Salley, B. M., Jr. (S. C.)	1944 Charlotte
1554. Salley, W. M.	1910 Asheville
1420. Sample, W. A.	1908 Statesville
3241. Sanders, C. H.	1948 Sparta
2796. Sanders, C. A. (S. C.)	1937 Norwood
3227. Sanders, Patsy Burgiss (Mrs. Charl H.)	1948 Sparta
1852. Sanford, R. D.	1916 Lumberton
2240. Sappenfield, J. A. (Ga.)	1924 Kannapolis
1421. Sappenfield, W. A.	1908 Statesville
2917. Savage, M. C.	1940 Roanoke Rapids
2433. Savage, Robert (Md.)	1928 Oakland, Cal.
2308. Sawyer, R. B. (Colo.)	1925 Winston-Salem
2528. Saxon, H. A. (Ga.)	1930 Harrisonburg, Va.
3045. Scharff, R. C.	1944 Norfolk, Va.
2991. Scoggin, H. P.	1942 Louisville
1256. Scoggin, L. E.	1905 Louisville
2572. Scoggin, L. E., Jr.	1931 Louisville
2318. Scroggs, F. H.	1926 Richmond, Va.
1875. Scruggs, B. P.	1916 Rutherfordton
3179. Scruggs, E. T. (Ky.)	1947 Louisville, Ky.
3242. Seaborn, R. H.	1948 Greenville
3312. Secrest, V. V.	1949 Monroe
682. Seldberry, H. S.	1892 Rocky Mount
2379. Selden, J. S.	1927 Weldon
2908. Senter, L. M.	1940 Carrboro
2889. Senter, P. L.	1921 Carrboro
3132. Sewell, Evelyn Salter (Mrs. J. B., Jr.)	1946 Beaufort
2313. Sewell, G. L.	1926 Kinston
1338. Shade, I. A. (col.)	1906 Wilson
2990. Shade, K. McK. (col.)	1942 Wilson
3158. Sharpe, W. C. (S. C.)	1946 Durham
1929. Shaw, R. S.	1917 Scotland Neck
2953. Sheffield, B. C., Jr.	1941 Warsaw
3184. Sheffield, W. J.	1947 Chapel Hill
843. Shell, J. E.	1896 Lenoir
824. Sheppard, J. W. (Pa.)	1896 Charlotte
2075. Sherard, J. F. (S. C.)	1920 Kannapolis
2721. Sherrod, W. I. (Tenn.)	1936 Dandridge, Tenn.
1988. Shieder, G. A. (Ga.)	1918 Asheville
3030. Shields, C. L.	1943 Wallace
2666. Shigley, H. H. (Ohio)	1934 Asheville
1973. Shook, Eulon	1918 Hickory
3196. Shook, Eulon, Jr.	1947 Hickory
1088. Shore, M. L.	1902 Cary
3243. Showalter, Mildred Elizabeth	1948 Champaign, Ill.
2214. Shuford, L. D.	1924 Forest City

3271. Shugar, Evelyn.....	1949 Greensboro	3180. Stewart, J. S.....	1947 Fremont
2989. Simmons, F. J.....	1942 Hickory	1153. Stewart, W. M.....	1903 Charlotte
2585. Simmons, H. R.....	1931 Midway Park	1557. Stimson, J. H.....	1910 Statesville
3313. Simmons, Peggy Costner (Mrs.).....	1949 Lincolnton	2506. Stone, B. F.....	1929 Elizabethtown
3168. Simmons, W. A.....	1947 Winston-Salem	2762. Stone, B. M. (Fla.).....	1936 Charlotte
2856. Simmons, W. C.....	1939 Winston-Salem	2626. Stone, E. V.....	1932 Charlotte
1730. Simpson, J. F.....	1913 Wilmington	3208. Stone, G. H., Jr. (S. C.).....	1947 Charlotte
3199. Sinclair, F. A.....	1947 Albemarle	2094. Stone, W. L.....	1922 Franklinton
1772. Singletary, F. B.....	1914 Greensboro	1936. Stowe, C. D.....	1917 Portsmouth, Va.
1014. Singletary, W. O.....	1901 Winston-Salem	1558. Stowe, H. R.....	1910 Charlotte
2221. Sisk, C. J.....	1924 Asheville	766. Streetman, J. W.....	1894 Marion
1085. Sisk, C. T.....	1902 Asheville	2613. Strickland, C. B.....	1932 Fayetteville
2742. Sisk, R. C.....	1936 Asheville	3071. Stringfield, Billie Johnson.....	1944 N. Wilkesboro
2391. Sitison, J. A.....	1927 Mt. Airy	3245. Strout, V. L. (Mass.).....	1948 Ellerbe
2935. Skinner, F. L. (Va.).....	1941 Spencer	2496. Strowd, Dortch.....	1929 Kinston
3153. Slayton, Mary Thomasine.....	1946 Murphy	3314. Stutts, Evelyn Loving.....	1949 Gibson
3111. Slesinger, Stanley (D. C.).....	1945 Raleigh	2887. Sullivan, H. M. (S. C.).....	1940 Waynesville
2435. Sloan, R. R. (Va.).....	1927 Rutherfordton	1578. Summey, K. N.....	1910 Mt. Holly
2875. Sloan, W. L.....	1939 Chapel Hill	1926. Summey, P. B.....	1917 Mt. Holly
2378. Sloop, M. B.....	1927 Morganton	3046. Sutphin, E. C.....	1944 Galax, Va.
1556. Smith, C. N.....	1910 Washington, D. C.	1340. Suttle, J. A.....	1906 Shelby
2195. Smith, D. A.....	1924 Norwich, N. Y.	2698. Suttlemyre, C. P.....	1935 Granite Falls
2972. Smith, E. H., Jr.....	1941 Weldon	1785. Suttlemyre, P. J.....	1914 Valdese
3148. Smith, G. W. (Neb.).....	1946 Chapel Hill	1744. Sutton, J. L.....	1914 Chapel Hill
2810. Smith, H. E.....	1938 Winston-Salem	2453. Sullivan, L. S.....	1928 Durham
3320. Smith, J. G. (Ga.).....	1949 Stokesdale	2869. Suominen, Maggie More (Mrs. W. N.).....	1939 Philadelphia, Pa.
2241. Smith, J. M. (Wis.).....	1925 Spartanburg, S. C.	2224. Swaney, C. A.....	1924 Winston-Salem
2183. Smith, J. P. F. (S. C.).....	1923 West End	1592. Swindell, E. S.....	1911 Durham
3056. Smith, Jessie Lee.....	1944 Durham	1388. Sykes, R. J.....	1907 Greensboro
3251. Smith, J. R. (S. C.).....	1948 Gastonia	T	
3273. Smith, J. McN. (S. C.).....	1949 Pembroke		
1634. Smith, Leon.....	1912 Kannapolis	2604. Tainter, D. W. (Tenn.).....	1931 Marion
2926. Smith, L. W.....	1940 Kannapolis	1020. Tarkenton, E. L.....	1901 Wilson
2768. Smith, O. W.....	1937 Pilot Mountain	1312. Tart, D. W.....	1906 Roseboro
2403. Smith, T. E.....	1927 Goldsboro	3025. Tart, P. E.....	1943 Dunn
1259. Smith, T. L.....	1905 Plymouth	2703. Tate, D. O.....	1935 Albemarle
2488. Smith, V. F. (Missouri).....	1928 Greensboro	2256. Tate, E. H.....	1925 Lenoir
2776. Smith, W. J.....	1937 Chapel Hill	2455. Tatum, J. M.....	1928 Asheville
1678. Smith, W. O.....	1912 Arlington, Va.	1423. Taylor, C. A.....	1908 Jacksonville
3204. Snodgrass, T. W. (Okla.).....	1947 Hobart, Okla.	1577. Taylor, D. G.....	1910 Spray
3195. Snyder, S. E.....	1947 Enka	2797. Taylor, H. R. (col.) (Tenn.).....	1938 Tarboro
2184. Snypes, C. L. (Ga.).....	1923 Elm City	2786. Taylor, H. T.....	1937 Goldsboro
3272. Southern, J. C.....	1949 High Point	1948. Taylor, J. C.....	1917 Durham
2603. Sparkman, D. D., Jr. (Va.).....	1931 St. Pauls	2398. Taylor, L. B.....	1927 Conway
2336. Sparks, J. E.....	1926 Elizabeth City	2737. Taylor, N. T.....	1936 Raleigh
2961. Sparks, L. R., Jr.....	1941 Durham	3218. Taylor, W. W.....	1948 Durham
2641. Spencer, B. W., Jr. (S. C.).....	1932 Durham	1627. Taylor, W. P.....	1912 Roanoke Rapids
2642. Spencer, R. B. (Va.).....	1932 Raleigh	3047. Teague, J. R.....	1944 High Point
3249. Spiotti, D. V. (Mass.).....	1948 Fayetteville	2988. Tee, H. C., Jr.....	1942 Ridgely, Md.
2437. Stacy, L. B. (Ga.).....	1928 Gastonia	2353. Templeton, G. S.....	1926 Mooresville
1769. Stainback, T. E.....	1914 Norfolk, Va.	2333. Tenant, W. D., Jr.....	1926 Crossnore
3278. Stainback, W. A. (Va.).....	1949 Roanoke Rapids	3038. Terrell, J. A., Jr.....	1943 Sanford
3138. Stalcup, H. R. (Ind.).....	1946 Morehead City	3173. Thayer, S. S. (Ohio).....	1947 Orlando, Fla.
2505. Stamps, J. N.....	1929 High Point	1086. Thomas, E. R.....	1902 Erwin
1260. Stanback, T. M.....	1905 Salisbury	1701. Thomas, E. E.....	1913 Roxboro
1637. Stancill, J. H.....	1912 Chester, S. C.	2839. Thomas, F. E. (Ala.).....	1938 Charlotte
2678. Stanley, V. E.....	1934 Charlotte	2883. Thomas, J. I.....	1939 Dunn
2565. Stein, Meyer (Pa.).....	1930 Philadelphia, Pa.	2577. Thomas, P. L.....	1931 Roxboro
3121. Stephens, Frank.....	1946 Quantico, Va.	1604. Thomas, W. G.....	1911 Varina
1818. Stephens, J. L. (M.D.) (col.).....	1915 Cleveland, Ohio	1087. Thompson, A. J.....	1902 Badin
2921. Stevens, M. W.....	1940 Broadway	2811. Thompson, H. O.....	1938 Chapel Hill
1919. Stevenson, J. T.....	1917 Elizabeth City	2258. Thompson, J. L.....	1925 Reidsville
		2242. Thompson, J. V. (S. C.).....	1924 Wilmington
		2190. Thompson, P. H.....	1924 Fairmont
		2987. Thompson, T. H. (col.).....	1942 Danville, Va.

2884. Thornton, G. P.	1939 Goldsboro
2986. Thornton, J. W., Jr.	1942 Dunn
1754. Thornton, W. H.	1914 Hickory
2156. Threatt, J. B. (Ga.)	1922 Durham
3112. Tilles, Irving (N. J.)	1946 High Point
2159. Tilley, J. E.	1923 Madison
3133. Timberlake, C. V., Jr.	1946 Youngsville
1947. Tingen, W. Z.	1917 Charlotte
2440. Tolson, J. G., Jr. (S. C.)	1927 Henderson
1600. Toms, B. C.	1911 Salisbury
1990. Toms, E. R. (Ga.)	1919 Wilmington
986. Townsend, E. F.	1900 Red Springs
1520. Townsend, J. H.	1910 Red Springs
3256. Frantham, H. D. (D. C.)	1949 Marion
1703. Trent, J. A.	1913 Danville, Va.
2160. Tripp, G. O.	1923 Carolina Beach
1343. Trotter, J. R.	1906 Salisbury
2985. Trotter, P. L.	1942 Chapel Hill
879. Tucker, R. H.	1897 Reidsville
2847. Tunstall, J. P.	1939 Washington
1808. Turlington, J. E.	1915 Lumberton
3205. Turnbull, E. K. (S. C.)	1947 Gastonia
3315. Turner, J. K., Jr.	1949 Durham
2045. Turnmyre, A. P.	1921 Mt. Airy
2778. Tyson, J. W.	1937 Greensboro
2834. Tyson, W. B.	1938 Rocky Mount

U

2570. Umstead, O. L.	1931 Durham
2493. Underhill, J. A. (S. C.)	1928 Reidsville
2954. Underwood, H. P., Jr.	1924 Fayetteville
2667. Upchurch, M. T.	1934 Smithfield
2578. Usher, J. T.	1931 Greensboro
3316. Uzzell, S. C. C.	1949 Black Mountain

V

2909. Varner, S. E., Jr.	1940 Brevard
2311. Vaughan, A. M. (Va.)	1926 Norfolk, Va.
3054. Viall, W. R., Jr.	1944 Pinehurst
1445. Vinson, E. L.	1908 Halifax
1778. Vinson, J. T.	1914 Goldsboro

W

3108. Waldrop, J. E. (Ga.)	1946 Lowell
2278. Walker, A. D.	1925 Wilmington
2010. Walker, H. W.	1922 Norlina
2504. Walker, H. L.	1929 Greensboro
2192. Wallace, A. C.	1924 Star
2918. Walters, A. K.	1940 Burlington
3275. Walters, H. C. (S. C.)	1949 Greensboro
2441. Walters, J. E. (S. C.)	1928 Morven
1895. Walton, R. C.	1916 Raleigh
2583. Ward, B. R.	1931 Goldsboro
1761. Ward, E. H.	1914 Tarboro
3160. Ward, J. L., Jr. (Ga.)	1946 Canton
2186. Ward, W. A.	1924 Swannanoa
2330. Warren, B. G.	1926 Rural Hall
1425. Warren, B. S.	1908 Greenville
3122. Warren, B. S., Jr.	1946 Greenville
1816. Warren, J. C.	1915 Benson
1923. Warren, L. A.	1917 Garland
2849. Warren, L. A., Jr.	1939 Garland
1539. Waters, G. W., Jr.	1910 Goldsboro
2846. Waters, P. V.	1939 Mooresville
2243. Watkins, F. D. (S. C.)	1925 Belmont
2955. Watkins, J. C.	1941 Emporia, Va.
3039. Watkins, Rose Stacy (Mrs.)	1949 Emporia, Va.

2814. Watson, J. W.	1938 Rocky Mount
2805. Watson, R. N.	1938 Jonesboro
2813. Way, J. A., Jr.	1938 Winston-Salem
1110. Webb, C. I.	1903 Charlotte
1367. Webb, E. L.	1907 Thomasville
1526. Webb, R. K.	1910 Charlotte
2621. Webb, T. P., Jr.	1932 Shelby
2936. Webster, W. B. (S. C.)	1941 Fairmont
1089. Welborn, W. F.	1902 Lexington
3198. Welborn, W. F., Jr.	1947 Lexington
2541. Welch, W. D., Jr.	1930 Washington
1269. Welfare, S. E.	1905 Winston-Salem
2685. Wells, R. R.	1934 Shelby
2870. Wells, V. D., Jr.	1939 Columbus, Ohio
2800. West, June Bush (Mrs.)	1938 Raleigh
2254. West, W. L.	1925 Roseboro
1510. Wharton, L. A.	1909 Gibsonville
1979. Wheeler, C. R.	1919 Oxford
2670. Wheless, J. M., Jr.	1934 Farmville
1021. Wheless, J. M.	1901 Farmville
2459. White, C. B.	1928 Henderson
2448. White, D. F.	1928 Mebane
2059. White, E. S.	1921 Greensboro
1574. White, G. S.	1910 Lexington
1154. White, H. G.	1903 Elm City
2054. White, J. S.	1921 Mebane
2402. White, J. J.	1927 Henderson
1698. White, J. E.	1913 Raleigh
1741. White, Luther	1914 Angier
2532. White, R. L. (S. C.)	1929 Troy
1544. White, W. R.	1910 Warrenton
2245. White, W. G. (S. C.)	1924 Charlotte
2956. Whitford, B. H.	1941 Rocky Mount
2211. Whitehead, C. R.	1924 Ramseur
1631. Whitehead, J. D., Jr.	1912 Enfield
3026. Whitehead, J. D. III.	1943 Enfield
2567. Whitehead, T. E. (Ga.)	1930 Charlotte
2806. Whiteley, I. C.	1938 Morganton
2673. Whiteley, R. S.	1934 Arlington, Va.
2547. Whitley, H. E.	1930 Concord
1898. Whitley, J. R.	1916 Hendersonville
2885. Whitley, W. Y.	1939 Wilmington
1888. Whitmire, W. P., Jr.	1916 Tucson, Ariz.
3082. Whitson, W. J.	1945 Phelps, N. Y.
1869. Wiggins, W. W.	1916 Raleigh
1625. Wilkerson, I. O.	1911 Greensboro
1187. Wilkins, W. R.	1904 Mocksville
1573. Williams, A. H. A.	1910 Oxford
3175. Williams, C. H. (Va.)	1947 Lumberton
3317. Williams, E. G., Jr.	1949 Asheboro
2084. Williams, J. C.	1921 Bessemer City
3087. Williams, J. D.	1945 Bristol, Tenn.
3134. Williams, Laurel L.	1946 Greensboro
2077. Williams, L. L. (Ga.)	1920 Morven
2969. Williams, M. H.	1941 Lexington
1899. Williams, M. V. B.	1916 Winston-Salem
1060. Williams, M. P.	1902 Charlotte
3152. Williams, Nina Fish (Mrs.) (Kan.)	1946 High Point
1828. Williams, W. W. (col.)	1915 Fayetteville
2057. Williamson, J. W.	1921 Salisbury
3219. Williford, J. S.	1948 Kinston
2088. Willis, Beatrice Averitt (Mrs.)	1922 Fayetteville
2112. Willis, R. M.	1922 Southport
2442. Williston, F. D. (col.) (Tenn.)	1927 Fayetteville
2158. Wilson, C. A. (Ga.)	1922 Monroe

1534. Wilson, C. H.....	1910 Asheville
2032. Wilson, E. C. (Va.).....	1919 Burlington
3318. Wilson, H. W., Jr.....	1949 Asheville
1511. Wilson, T. H.....	1909 Cramerton
2017. Wimberley, R. E. (col.).....	1920 Raleigh
2957. Windecker, G. H.....	1941 Pearl River, N. Y.
2264. Winders, H. M.....	1925 Farmville
1575. Wohlford, H. W.....	1910 Charlotte
1822. Wolfe, B. H.....	1915 Burlington
1265. Wolfe, J. C.....	1905 Hickory
1717. Wolfe, W. S.....	1913 Mount Airy
2203. Womble, D. J.....	1924 Durham
2726. Womble, L. N., Jr.....	1936 Plymouth
1267. Wood, E. H.....	1905 New Bern
2857. Woodard, B. P.....	1939 Princeton
1770. Woodard, E. V.....	1914 Selma
2247. Woodward, C. T. (S. C.).....	1925 Greensboro
2723. Woodward, G. B.	

(Tenn.).....	1936 Sylva
1809. Woolard, E. W.....	1915 Henderson
2218. Wooten, I. W. (col.).....	1924 Washington, D. C.
2351. Wooten, J. W. F.....	1926 Fayetteville
3083. Wooten, Ruth Aycock	

(Mrs. C. C.).....	1945 Raleigh
844. Wooten, G. R.....	1896 Hickory
1903. Worthington, E. C.....	1917 Kinston
1268. Worthy, F. S.....	1905 Washington
2046. Wrike, W. C.....	1921 Graham
2854. Wyatt, Blanch	
Bullock (Mrs.).....	1939 Wilson
2545. Wynn, W. McK. (col.).....	1930 Greensboro

Y

1342. Yancey, D. C. (col.).....	1906 Wilson
1428. Yancey, L. A. (col.).....	1908 Charlotte
3206. Yandell, C. R. (S. C.).....	1947 Pineville
1512. Yates, C. L.....	1909 Charlotte
2798. Yearwood, T. C. (Ill.).....	1938 Nicholasville, Ky.
1449. Yoder, C. R.....	1908 Conover
1270. Young, C. T.....	1905 Zebulon
3048. Youngblood, Frances	
Rimmer (Mrs. R. L.).....	1944 Sanford

Z

1576. Zuckerman, I. L.....	1910 Greensboro
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62. Kemp, A. T.....	1933 Burlington
56. King, R. G.....	1933 New Bern
19. Maus, F. B.....	1928 Greensboro
7. McConnell, Ethel.....	1926 Newton
64. Moore, H. W.....	1933 Lexington
74. Moose, H. F.....	1934 Statesville
68. Munns, R. F.....	1934 Wilmington
5. Musgrove, W. McK.....	1924 Catawba
88. O'Brien, C. C.....	1936 Greensboro
53. Porter, J. N.....	1933 Charlotte
26. Russell, L. D.....	1930 Greensboro
47. Stiles, M. O.....	1932 Mooresville
77. Wade, C. E.....	1935 Colerain

List of Physicians Holding Permits to Conduct Drug Stores

(LIVING IN TOWNS OF NOT MORE THAN 600 INHABITANTS TO WHOM PERMITS TO CONDUCT DRUG STORES HAVE BEEN GRANTED)

August 1, 1949

307. Baynes, R. H.	
Hurdle Mills	Person County
203. Beard, G. C.	
Atkinson	Pender County
139. Beasley, E. B.	
Fountain	Pitt County
204. Bonner, J. B.	
Aurora	Beaufort County
233. Bradshaw, T. G.	
Sims	Wilson County
181. Brown, C. E.	
Faith	Rowan County
364. Brown, J. A.	
Cleveland	Rowan County
373. Campbell, T. A.	
Grover	Cleveland County
280. Clark, D. D.	
Clarkton	Bladen County
361. Cole, W. F.	
Bunn	Franklin County
330. Credle, C. S.	
Colerain	Bertie County
178. Currie, D. S.	
Parkton	Robeson County
379. Davey, J. A.	
Robbinsville	Graham County
345. Dawson, J. N.	
Lake Waccamaw	Columbus County
355. Eagles, C. S.	
Saratoga	Wilson County
356. Finney, J. R.	
Booneville	Yadkin County
372. Fryar, C. H.	
Summerfield	Guilford County
332. Fulp, J. F.	
Stoneville	Rockingham County
281. Gooding, G. V.	
Kenansville	Duplin County
305. Gouge, A. E.	
Bakersville	Mitchell County
298. Hackney, B. H.	
Lucama	Wilson County
123. Hammond, A. F.	
Pollocksville	Jones County

Registered Assistant Pharmacists

August 1, 1949

73. Adams, L. T.....	1934 Winston-Salem
79. Badgett, E. W.....	1935 Mt. Airy
50. Bass, J. A.....	1932 Wilson
11. Bell, E. V.....	1926 Raleigh
41. Birkitt, S. P.....	1931 Charlotte
43. Brame, P. J.....	1932 N. Wilkesboro
20. Branch, B. C.....	1928 Rocky Mount
28. Brooks, C. McL.....	1931 Monroe
48. Brown, H. S.....	1932 Goldsboro
106. Bryant, Nan.....	1938 Tarboro
23. Carrigan, J. F.....	1930 Salisbury
61. Chadwick, S. T.....	1933 Morehead City
27. Griffin, T. W.....	1930 Statesville
96. Gwynn, A. A.....	1938 Leaksville
31. Hales, C. W.....	1931 Jacksonville
45. Harrison, Melrose.....	1932 Charlotte
4. Heslep, F. W.....	1923 Beaufort
72. Humphries, A. T.....	1934 Charlotte

365. Helsabeck, R. S. KingStokes County	370. Shields, W. E. StokesdaleGuilford County
138. Hinnant, Milford MicroJohnston County	377. Shreve, J. R., Jr. Brown SummitGuilford County
367. Holton, A. J. FallstonCleveland County	243. Smith, A. J. Black CreekWilson County
376. Koogler, B. R. CandorMontgomery County	359. Staton, L. R. HayesvilleClay County
162. Long, F. Y. CatawbaCatawba County	312. Tucker, E. V. GriftonPitt County
362. Morgan, E. L. ClydeHaywood County	360. Vassey, Thomas TrentonJones County
319. Parker, C. G. WoodlandNorthampton County	263. Weathers, R. R. KnightdaleWake County
294. Powell, E. C. MiddlesexNash County	375. Womble, E. C. WagramScotland County
321. Rourk, M. H. ShallotteBrunswick County	339. Wright, J. E. MacclesfieldEdgecombe County
274. Royal, D. M. SalembergSampson County	

List of Drug Stores

(Revised August 1, 1949)

* Drug Stores Operated under Physician's Permit.

ABERDEEN—Moore County

1. Bryan Drug Company, Inc.

1059. Craig Drug Co.

2. McCrummen's Drug Store

AHOSKIE—Hertford County

3. Copeland Drug Company

4. Walker Holloman Drug Co., Inc.

ALBEMARLE—Stanly County

5. Albemarle Drug Co.

970. The Drug Centre

6. Loftin's Drug Store

7. Phillips Drug Company

8. Purcell Drug Company

889. Tate's Drug Store

ANDREWS—Cherokee County

9. Davis Drug Company

ANGIER—Harnett County

10. Adams & Young Drug Company

841. Talton Drug Store

APEX—Wake County

868. Goodwin's Pharmacy

821. Pegram's Pharmacy

ASHEBORO—Randolph County

14. Asheboro Drug Company, Inc.

957. Kearns Service Drug Store

15. Randolph Drug Company

16. Reaves Pharmacy

17. Reaves Walgreen Agency Drug Store

18. Standard Drug Store

ASHEVILLE—Buncombe County

19. Adams-Blauvelt, Inc.

21. Asheville Pharmacy

884. Barefoot and Tatum Drugs, Inc.

867. Charlotte Street Pharmacy, Inc.

23. Eckerd Drugs, Inc.

25. Goode's Drug Stores, Inc.

26. Grove Park Pharmacy

24. Jones Rexall Drugs

30. Kenilworth Drug Store

850. Langren Drug Store

28. Lord's Drug Store

1070. Memorial Mission Hospital Pharmacy

1044. Merrimon Avenue Pharmacy

1055. Montford Pharmacy

1004. Mooneyham's Drug Store

34. Mullen's Pharmacy

965. The Norburn Hospital Pharmacy

35. Norwood Pharmacy

37. Public Service Pharmacy, Inc.

858. Radford Drug Company

39. Shigley's, Inc.

1080. Shigley's Drug Store No. 2

1009. Steele's Drug Store (col.)

ATKINSON—Pender County

41. *Atkinson Drug Company

AULANDER—Bertie County

42. Aulander Pharmacy

AURORA—Beaufort County

43. *Windley Drug Store

AVONDALE—Rutherford County

44. Adkinson Drug Co.

AYDEN—Pitt County

45. Edwards Pharmacy

46. M. M. Sauls

BADIN—Stanly County

47. Badin Drug Company, Inc.

BAILEY—Nash County

48. Etheridge Drug Store

BAKERSVILLE—Mitchell County

49. *City Drug Store

BEAUFORT—Carteret County

50. F. R. Bell, Druggist

51. Guthrie-Jones Drug Co.

52. Joseph House, Druggist

BELHAVEN—Beaufort County

991. Belhaven Pharmacy

54. O'Neal Drug Store

BELMONT—Gaston County

55. Belmont Drug Co.

56. Catawba Pharmacy

57. Robinson Drug Store

BENSON—Johnston County

58. Benson Drug Company, Inc.

59. Peacock Drug Company

60. Warren Drug Company

BESSEMER CITY—Gaston County

61. Central Drug Store

62. Curtis Pharmacy

BETHEL—Pitt County

63. H. L. Rives Drug Company

BILTMORE—Buncombe

64. Aiken's Pharmacy

66. Biltmore Drug Store

BISCOE—Montgomery

67. Biscoe Drug Store

BLACK CREEK—Wilson County

880. *Black Creek Drug Company

BLACK MOUNTAIN—Buncombe County

69. Black Mountain Drug Co.

964. Key City Pharmacy

835. Knight's Pharmacy

BLOWING ROCK—Watauga County

1071. Harris Drug Store

BOONE—Watauga County

73. Boone Drug Company

74. Carolina Pharmacy

BOONEVILLE—Yadkin County

75. *Booneville Drug Store

BREVARD—Transylvania County

887. Long's Drug Store

77. S. M. Macfie Drug Co.

78. Varner's Drug Store

BROADWAY—Lee County

1036. Broadway Drug Co.

BROWN SUMMIT—Guilford County

992. *Guilford Drug Company

BRYSON CITY—Swain County

80. Bryson City Drug Company

968. Conley's Drug Store

BUIES CREEK—Harnett County

938. Wiggins Drug Store

BUNN—Franklin County

83. *Bunn Drug Company

BURGAW—Pender County

84. Dees Drug Store

1030. Durham Drug Co.

BURLINGTON—Alamance County

85. Acme Drug Co., Inc.

86. Asher-McAdams Drug Co.

87. Burlington Drug Co., Inc.

88. City Drug Company, Inc.

89. Davis Street Pharmacy, Inc.

90. East End Drug Store

91. Heritage-Wilson Drug Co.

92. Main Street Drug Co., Inc.

93. Mann's of Burlington, N. C., Inc.

94. Worth Street Drug Store (col.)

BURNSVILLE—Yancey County

95. Pollard's Drug Store

CANDOR—Montgomery County

876. *Candor Drug Company

CANTON—Haywood County

97. Canton Drug Store

98. Champion Cut-Rate Drug Store

99. Hendrix Drug Store

100. Martin's Drug Store, Inc.

CAROLEEN—Rutherford County

101. Henrietta Mills Store, No. 2

CAROLINA BEACH—New Hanover County

940. Carolina Beach Drug Co.

878. Seashore Drugs

CARRBORO—Orange County

103. Senter's Drug Store

CARTHAGE—Moore County

104. Shield's Drug Company, Inc.

CARY—Wake County

105. Adams Drug Store

CATAWBA—Catawba County

106. *Catawba Drug Company

CHADBOURN—Columbus County

899. Derrick's Pharmacy

107. John E. Koonce Drug Company

CHAPEL HILL—Orange County

108. Carolina Pharmacy

109. Eubanks Drug Company

994. Sloan Drug Company

110. Sutton's Drug Store

972. The Village Pharmacy, Inc.

CHARLOTTE—Mecklenburg County

977. Avondale Pharmacy

112. Bailey's Prescription Shop

113. Bizell's Pharmacy

1007. Blair Drug Company

873. Boulevard Pharmacy

116. Carolina Cut-Rate Drug Store, Inc.

117. Carolina Pharmacy

909. Cay Drug Store

1072. Central Ave. Pharmacy, Inc.

990. Charlotte Drug Company

119. Charlotte Memorial Hospital Pharmacy

139. Civil's Plaza Drug Store

1031. Dilworth Pharmacy

983. Dorton's Drug Store

121. Eckerd Drugs, Inc. (No. 1)

122. Eckerd Drugs, Inc. (No. 2)

124. Hardee's Pharmacy

125. Hawthorne Pharmacy

126. Hoskins Drug Company

928. Hotel Charlotte Pharmacy

128. Independence Drug Store

902. Kiser Drug Company

893. Liggett Drug Co., Inc. No. 1151

131. Lisk Pharmacy

1069. Mercy Hospital Pharmacy

815. Myers Park Pharmacy

135. Nance Drug Store

136. Niven Drug Company

137. Park Place Pharmacy

1073. Plaza Hill Pharmacy

932. Presbyterian Hospital Pharmacy

934. Queen City Pharmacy (col.)

138. Rayburn's Parkwood Pharmacy

141. Rex Drug Store (col.)

142. Rhyne Drug Store

143. Selwyn Cut-Rate Drug Store, Inc.

144. Stanley Drug Stores, Inc. No. 2

145. Sterling Drug Store, Inc.

129. James P. Stowe and Company, Inc.

147. Walgreen Co.

146. T. A. Walker, Inc.

149. Yancey's Drug Store (col.)

CHERRYVILLE—Gaston County

150. Allen Drug Company

151. Houser Drug Company, Inc.

CHINA GROVE—Rowan County

913. Brown Drug Company

CLARKTON—Bladen County

154. *G. L. and E. S. Clark

CLAYTON—Johnston County

155. Beddingfield Brothers

156. Whitley-Bain Drug Company, Inc.

CLEVELAND—Rowan County

848. *Cleveland Drug Company

CLIFFSIDE—Rutherford County

158. Mills Drug Company

CLINTON—Sampson County

159. Butler's Pharmacy

1035. Five Point Drug Co.

161. Moseley Chestnutt

162. Register Drug Store

160. Reynolds Drug Company

CLYDE—Haywood County

163. *Clyde Pharmacy

COATS—Harnett County

164. Roycroft Drug Company

COLERAIN—Bertie County

165. *Wade's Pharmacy

COLUMBIA—Tyrrell County

166. Tyrrell Drug Company

CONCORD—Cabarrus County

167. Airheart Pharmacy

944. Cabarrus County Hospital Pharmacy

168. Cabarrus Drug Company

169. Cline's Pharmacy

170. Gibson's, Inc.

171. Pearl Drug Company

172. Porter Drug Company, Inc.
 173. Whitmore Drug Company
 174. Wilmar Drug Store
- CONOVER—Catawba County
 175. Bowman Drug Company
 176. Conover Drug Company
- CONWAY—Northampton County
 177. Taylor Drug Company
- COOLEEMEE—Davie County
 178. Cooleemee Drug Company
- CORNELIUS—Mecklenburg County
 179. Guion Drug Company
- CRAMERTON—Gaston County
 180. Cramerton Drug Company
- CPEEDMOOR—Granville County
 182. Creedmoor Drug Company
- CROSSNORE—Avery County
 181. Crossnore Drug Store
- DALLAS—Gaston County
 919. Summey Drug Company
- DAVIDSON—Mecklenburg County
 184. White Drug Company
- DENTON—Davidson County
 185. Denton Drug Store
- DRAPER—Rockingham County
 187. Draper Pharmacy
 1017. Lasley-Roberson Drug Co.
- DREXEL—Burke County
 923. Drexel Drug Company
- DUNN—Harnett County
 188. Butler and Carroll Drug Co., Inc.
 189. Dunn Pharmacy
 1053. Fitchett Drug Store of Dunn, Inc.
 191. Hood Drug Store
- DURHAM—Durham County
 193. Boone Drug Company
 192. Don Booth Drug Company
 900. Broad Street Drug Company, Inc.
 194. Bull City Drug Store (col.)
 1051. Carswell Drug Company, Inc.
 1000. Center Drug Store of Durham, Inc.
 862. Coleman's Drug Store
 213. Crabtree Pharmacy
 197. Duke Hospital Pharmacy
 198. Durham Drug Company
 199. Eckerd Drugs, Inc.
 1065. Edgemont Pharmacy
200. Garrett's Biltmore Drug Store (col.)
 201. Holloway Street Pharmacy
 202. Hospital Pharmacy
 203. Mangum Street Pharmacy
 204. Montague's Pharmacy
 205. North Durham Drug Store
 892. Northgate Pharmacy
 206. People's Cut-Pate Drug Store
 856. People's Cut-Rate Drug Store No. 2
 207. Rogers Drug Store
 840. Sawyer and Moore, Inc.
 1043. Sullivan's Pharmacy
 209. Walgreen Co.
 210. Watts Hospital Pharmacy
 211. West Side Pharmacy
- EDENTON—Chowan County
 214. Leggett and Davis, Inc.
 15. Mitchener's Pharmacy
- ELIZABETH CITY—Pasquotank County
 220. The Apothecary Shop
 905. Jacock's Pharmacy
 219. Overman and Stevenson
- ELIZABETH TOWN—Bladen County
 221. Bennett-Stone Pharmacy
 222. Hutchinson Drug Store
- ELKIN—Surry County
 223. Abernethy's Pharmacy
 224. Elk Pharmacy, Inc.
 225. Turner Drug Company
- ELLERBE—Richmond County
 997. Henderson Drug Company
 226. Warner Drug Co.
- ELM CITY—Wilson County
 1028. Dixon Drug and Variety Store
 228. Elm City Pharmacy
- ENFIELD—Halifax County
 230. W. E. Beavans Drug Store
 229. Harrison Drug Company
 231. Whitehead Drug Co.
- ENKA—Buncombe County
 232. Community Pharmacy
 233. Elson's Drug Store
- ERWIN—Harnett County
 234. E. R. Thomas Drug Company
- FAIR BLUFF—Columbus County
 235. Floyd-Anderson Drug Company
 236. Rogers Drug Store

FAIRMONT—Robeson County

- 237. Fairmont Drug Company, Inc.
- 1046. Mitchell and Caudell, Inc.
- 1026. Webster's Pharmacy

FAISON—Duplin County

- 239. Morton Drug Store

FAITH—Rowan County

- 847. *Barger-Lingle Company

FALLSTON—Cleveland County

- 861. *Fallston Drug Store

FARMVILLE—Pitt County

- 241. City Drug Company
- 242. Wheless Drug Company, Inc.

FAYETTEVILLE—Cumberland County

- 243. Bender's Drug Store
- 244. Fayetteville Drug Company
- 245. Hamont Drug Company No. 1
- 246. Henderson's Drug Store (col.)
- 247. H. R. Horne and Sons
- 248. MacKethan and Company, Druggist
- 249. Matthews Pharmacy
- 982. Reaves Drug Store
- 250. Service Drug Store (col.)
- 251. Souder's Pharmacy
- 890. Williams Drug Store (col.)
- 908. Wooten Drug Company

FLETCHER—Henderson County

- 912. Fletcher Pharmacy

FOREST CITY—Rutherford County

- 974. Forest City Drug Company
- 254. Piedmont Drug Company
- 255. Smith's Cut-Rate Drug Store

FOUNTAIN—Pitt

- 256. *Beasley Drug Company

FOUR OAKS—Johnston County

- 257. Four Oaks Drug Company

FRANKLIN—Macon County

- 258. Angel Drug Store
- 259. Perry's Drug Store

FRANKLINTON—Franklin County

- 995. Corner Drug Store
- 260. L. W. Henderson's Pharmacy

FREMONT—Wayne County

- 1042. Fremont Pharmacy, Inc.

FUQUAY SPRINGS—Wake County

- 262. Elliott's Pharmacy
- 263. Johnson's Drug Store

GARLAND—Sampson County

- 1079. Garland Drug Company
- 264. L. A. Warren and Son

GARNER—Wake County

- 1021. Alderman's Garner Drug Store

GASTONIA—Gaston County

- 266. Caldwell's Drug Store
- 268. Firestone Drug Store
- 269. Franklin Drug Store
- 270. Kennedy's, Inc.
- 271. Rhyne's Drug Store
- 969. Smith's Cut-Rate Drug Store
- 272. Smith's Drug Store
- 1049. Square Pharmacy (col.)

GIBSON—Scotland County

- 274. Gibson's Drug Company

GIBSONVILLE—Guilford County

- 275. Gibsonville Drug Company

GLEN ALPINE—Burke County

- 276. Clinic Drug Store

GOLDSBORO—Wayne County

- 865. Almand's Drug Store
- 914. Ashe Street Pharmacy
- 278. Brown Drug Company, Inc.
- 863. Bunch's Drug Store
- 279. Cash Drug Company
- 280. Goldsboro Drug Company
- 281. Jackson Drug Company (col.)
- 282. Ratley's Drug Store
- 283. Robinson's Drug Store
- 284. Vinson Drug Store

GOLDSTON—Chatham County

- 962. Lee Drug Store

GRAHAM—Alamance County

- 286. Graham Drug Company
- 287. Wrike Drug Company

GRANITE FALLS—Caldwell County

- 885. Caldwell Drug Store

GREENSBORO—Guilford County

- 289. Ash Street Drug Store (col.)
- 290. Asheboro Street Pharmacy
- 291. Best Drug Store
- 293. Cecil-Russell Drug Company
- 824. College Drug Store
- 1006. Crutchfield Browning Drug Company
- 295. Eccles-Wynn Drug Store (col.)
- 296. Elam Drug Store
- 816. Elm Street Pharmacy, Inc.
- 292. C. C. Fordham Drug Store

- 897. Franklin's Drug Store
- 298. Greene Street Drug Company
- 299. Greensboro Drug Company
- 300. Home Drug Store
- 981. Hotel Pharmacy
- 301. Liggett Drug Co., No. 1152
- 302. Mann's O. Henry Drug Store
- 303. McDuffie-Eubanks Drug Co.
- 998. McNair Brothers' Drug Store (col.)
- 305. Oliver's
- 306. Revolution Drug Company
- 308. Textile Drug Company
- 310. Walgreen Co.
- 1068. White Oak Drug Co.
- 311. Wilkerson-McFalls Drug Co., Inc.

GREENVILLE—Pitt County

- 312. Basart's Drug Store
- 313. Bell's Pharmacy
- 1016. Biggs Drug Store
- 314. Bissette's Drug Store
- 315. Greenville Drug Co., J. Key Brown
- 316. Harrison Drug Store
- 317. Hill Horne, Druggist
- 838. Hollowell's Drug Store
- 318. B. S. Warren, Druggist

GRIFTON—Pitt County

- 319. *Grifton Pharmacy

GROVER—Cleveland County

- 320. *People's Drug Company

HALIFAX—Halifax County

- 321. Vinson's Pharmacy

HAMLET—Richmond County

- 322. Birmingham Drug Company
- 820. Campbell's Pharmacy
- 813. Mabry and Wabberson Drug Store

HAVELOCK—Craven County

- 1020. Cherry Point Pharmacy

HAW RIVER—Alamance County

- 326. Purity Drug Company

HAYESVILLE—Clay County

- 327. *Hayesville Pharmacy

HAZELWOOD—Haywood County

- 1015. Hazelwood Pharmacy

HENDERSON—Vance County

- 1039. Connell's Drug Store
- 329. Douglas Drug Store (col.)
- 929. Henderson Drug Company
- 331. Miles Pharmacy
- 332. Page-Hocutt Drug Company

- 333. Parker's Drug Store

- 334. People's Service Drug Store

- 335. Southside Drug Company

- 336. White Brothers Drug Company

- 337. Woolard's

HENDERSONVILLE—Henderson County

- 1033. Beck Bros. Pharmacy

- 836. Economy Drug Store

- 339. Freeze Drug Company, Inc.

- 340. Jackson Pharmacy

- 1010. The Justus Drug Store

- 342. Rose Pharmacy

- 343. Wilson Drug Company

HERTFORD—Perquimans County

- 1074. S. and M. Pharmacy

HICKORY—Catawba County

- 1022. Black's Drug Store, Inc.

- 344. Hickory Drug Company

- 345. Highland Drug Store

- 346. King's Pharmacy

- 347. Lutz Drug Store

- 349. Ninth Avenue Pharmacy

- 350. Shook Drug Company

HIGHLANDS—Macon County

- 351. Highlands Drug Store

HIGH POINT—Guilford County

- 352. Anderson's West End Drug Store

- 353. Arthur's Pharmacy

- 853. Cecil's Drug Store

- 357. Eckerd Drugs, Inc.

- 931. Greene Drug Company, Inc.

- 358. Hoffman's Drug Company

- 359. Ingram's Pharmacy

- 360. Jeff's Cut Rate Drug Store

- 361. Koonts-McGhee Drug Store

- 362. Leonard's Drug Store

- 363. Mann Drug Store, No. 1

- 364. Mann Drug Store, No. 2

- 365. McLarty Drug Company

- 355. C. A. Ring and Son Drug Store

- 366. Ring-Harris Pharmacy

- 367. Walgreen Co.

- 368. Washington Street Pharmacy (col.)

HILLSBORO—Orange County

- 920. Corner Drug Store

- 369. James Pharmacy

HOPE MILLS—Cumberland County

- 859. Clinic Pharmacy

HOT SPRINGS—Madison County

- 845. Mountain Park Pharmacy

HURDLE MILLS—Person County
372. *D. L. Whitfield and Company

JACKSON—Northampton County
373. Jackson Drug Company

JACKSONVILLE—Onslow County
952. Coleman's Drug Store
374. Johnson's Drug Store
375. W. L. Ketchum Drug Company

JAMESTOWN—Guilford County
976. Jamestown Drug Store

JONESBORO—Lee County
376. Lee Drug Store

KANNAPOLIS—Cabarrus County
377. Black's Drug Store, No. 1
378. Black's Drug Store, No. 2
379. Black's Drug Store, No. 3
380. Center View Pharmacy, Inc.
381. Kannapolis Drug Company, Inc.
1060. Lewis Drug Co., Inc.
382. Mann's of Kannapolis, Inc.
1027. Martin Drug Company (Rowan County)
384. F. L. Smith Drug Company

KENANSVILLE—Duplin County
385. *Kenansville Drug Company

KENLY—Johnston County
387. Kenly Drug Company
941. Talton's Drug Company

KERNERSVILLE—Forsyth County
388. Huntley's Pharmacy
389. Pinnix Drug Store

KING—Stokes County
390. *King Drug Company

KING'S MOUNTAIN—Cleveland County
391. Griffin Drug Company
392. King's Mountain Drug Co.

KINSTON—Lenoir County
401. City Drug Company
394. College Street Pharmacy
961. Hogan's Pharmacy
397. J. E. Hood and Company
398. Kinston Drug Company
395. E. B. Marston Drug Company
937. Sewell's Pharmacy
399. Standard Drug Company
396. Harry Sutton Drug Store
400. Temple Drug Company

KNIGHTDALE—Wake County
402. *Knightdale Pharmacy

LA GRANGE—Lenoir County
403. Adams Drug Company

LAKE WACCAMAW—Columbus County
404. *Lake Drug Store

LANDIS—Rowan County
1058. Aull's Pharmacy
405. Linn-Edwards Drug Company, Inc.

LAUREL HILL—Scotland County
948. *Laurel Hill Drug Store

LAURINBURG—Scotland County
406. Everington Drug Store
407. J. T. Fields, Jr.
823. Legion Drug Store
410. Scotland Drug Company

LEAKSVILLE—Rockingham County
411. Carolina Drug Company
412. Chandler Drug Company
413. Chandler Drug Company (No. 2)

LENOIR—Caldwell County
1077. Ballew's Cash Pharmacy
415. Blackwelder Hospital Pharmacy
416. Dayvault's Drug Store
417. Lenoir Drug Store
418. McNairy's Drug Store

LEXINGTON—Davidson County
419. City Drug Company, Inc.
958. Community Drug Store
421. Lexington Drug Company
1037. Mann's Drug Store
422. People's Drug Store

LIBERTY—Randolph County
424. Liberty Drug Company

LILLINGTON—Harnett County
426. Kelly's Drug Store
918. Lafayette Drug Company

LINCOLNTON—Lincoln County
427. Economy Drug Company
1050. Lawing-Keziah Drug Co., Inc.
429. Lincolnton Cut-Rate Drugs, Inc.

LITTLETON—Halifax County
430. Browning's Drug Store
431. G. A. Threewitt's Drug Company

LOUISBURG—Franklin County
432. Boddie Drug Store
434. O'Neal Drug Company
433. F. R. Pleasants, Druggist
435. Scoggin Drug Store

- LOWELL—Gaston County
436. Lowell Drug Company
- LUCAMA—Wilson County
437. *Cash Drug Store
- LUMBERTON—Robeson County
438. Hedgepeth Pharmacy
440. Johnson's Drug Store
896. Lumberton Drug Company
439. J. D. McMillan and Son
443. Sanford Drug Company
- MACCLESFIELD—Edgecombe County
444. *Martin Drug Company
- MADISON—Rockingham County
446. Brown-McFalls Drug Company
445. Madison Drug Company, Inc.
1056. Tilley's Pharmacy
1064. Underhill and Kallam Drug Company
- MAIDEN—Catawba County
447. Campbell's Drug Store
- MANTEO—Dare County
975. Fearings, Incorporated
- MARION—McDowell County
448. Harrison's Drug Store
451. McDowell Cut-Rate Drug Store
452. Streetman Drug Company
453. Tainter's
- MARSHALL—Madison County
454. Moore's Pharmacy
455. Roberts' Pharmacy
- MARS HILL—Madison County
456. Mars Hill Pharmacy
- MARSHVILLE—Union County
457. Guion's Drug Store
458. McBride's Drug Store
459. Union Drug Company
- MATTHEWS—Mecklenburg County
460. Matthews Drug Company
- MAXTON—Robeson County
461. Austin Drug Company
1034. Maxton Drug Store
980. Rice's Drug Store
- MEBANE—Alamance County
463. Carolina Drug Company
464. Mebane Drug Company
465. Warren's Drug Store
- MICRO—Johnston County
466. *Hinnant Drug Company
- MIDDLESEX—Nash County
467. *Eatman Drug Store
- MIDWAY PARK—Onslow County
888. Ketchum Drug Company
- MOCKSVILLE—Davie County
468. Hall Drug Company
469. Wilkins Drug Company
- MONROE—Union County
470. Gamble Drug Store
471. Jones Drug Company, Inc.
472. Secrest Drug Company, Inc.
473. Wilson Drug Company
- MOREHEAD CITY—Carteret County
478. Morehead City Drug Company
870. S. and W. Drug Store
- MORGANTON—Burke County
480. Cornwell Drug Company
481. Kibler Drug Company, Inc.
482. Phillips Drug Company
483. The Spake Pharmacy
1041. Whiteley's Pharmacy
- MOORESVILLE—Iredell County
474. George C. Goodman and Co.
476. Miller Drug Company, Inc.
857. Mooresville Drug Company
475. J. A. White and Company
- MORVEN—Anson County
484. Morven Drug Company, Inc.
996. Walters Drug Company
- MOUNT AIRY—Surry County
485. Hollingsworth Drug Company
486. Hollingsworth Pharmacy
487. Lamm Drug Company
488. Turnmyre's Drug Store
489. W. S. Wolfe Drug Company
- MOUNT GILEAD—Montgomery County
490. Cochrane-Ridenhour Drug Company
- MT. HOLLY—Gaston County
984. Charlie's Drug Sundries
491. Holland Drug Company
492. Summey Drug Company
- MOUNT OLIVE—Wayne County
1075. Clinic Drug Co.
493. Glenn and Martin
494. Lewis Drug Company
- MOUNT PLEASANT—Cabarrus County
495. A. W. Moose Company
- MURFREESBORO—Hertford County
496. Nicholson Pharmacy

- MURPHY**—Cherokee County
 497. Mauney Drug Company
 498. R. S. Parker
- NASHVILLE**—Nash County
 499. Nashville Drug Company
 500. Ward Drug Company
- NEW BERN**—Craven County
 501. Joe Anderson's Drug Store
 502. Bynum's Drug Store
 872. City Drug Store
 503. Clark's Drug Store of New Bern, N. C., Inc.
 505. Hill's Five Points Drug Store (col.)
 506. Pinnix Drug Store
 507. Tony's Drug Store
- NEWTON**—Catawba County
 833. City Pharmacy
 510. H. and W. Drug Company
- NORLINA**—Warren County
 512. Walker Drug Company, Inc.
- NORTH WILKESBORO**—Wilkes County
 514. R. M. Brame and Sons
 515. Horton's Drug Store
 516. North Wilkesboro Drug Company
 517. Red Cross Pharmacy
 518. Wilkes Drug Store
- NORWOOD**—Stanly County
 1008. Economy Drug Store
 519. Norwood Drug Company
- OAKBORO**—Stanly County
 520. Barger Drug Store
- OLD FORT**—McDowell County
 521. Bradley Drug Company
 522. Old Fort Drug Company
- OTEEN**—Buncombe County
 936. Oteen Drug Store
- OXFORD**—Granville County
 523. Hall's Drug Store
 524. Herring's Drug Store
 525. Lyon Drug Company
 526. Williams Drug Company
 822. Williams Home Drugs
- PARKTON**—Robeson County
 527. *Gram Drug Company
- PEMBROKE**—Robeson County
 1029. Pembroke Drug Co.
 926. Rogers Drug Store
- PIKEVILLE**—Wayne County
 1076. Pikeville Drug Store
- PILOT MOUNTAIN**—Surry County
 530. Smith Drug Store
 881. Surry Drug Company
- PINEHURST**—Moore County
 532. Carolina Pharmacy, Inc.
- PINE LEVEL**—Johnston County
 533. Godwin Drug Company
- PINETOPS**—Edgecombe County
 883. Service Drug Store
- PINEVILLE**—Mecklenburg County
 534. Pineville Drug Company
- PITTSBORO**—Chatham County
 536. McCrimmon Drug Company
- PLYMOUTH**—Washington County
 538. E. G. Arps
 1014. Plymouth Drug Company
 539. Womble Drug Company
- POLLOCKSVILLE**—Jones County
 950. *Creagh Drug and Soda Shop
- POMONA**—Guilford County
 540. Pomona Drug Store
- PRINCETON**—Johnston County
 541. Woodard's Pharmacy
- RAEFORD**—Hoke County
 542. Hoke Drug Company
 927. Howell Drug Company
- RALEIGH**—Wake County
 572. Arnold Rexall Drugs
 545. Brantley and Son, Inc.
 546. Central Drug Store (col.)
 547. City Drug Store
 549. College Court Pharmacy
 550. Community Drug Store (col.)
 877. Cromley's Drug Store
 561. Dodd Drug Company
 552. Eckerd Drugs, Inc.
 553. Edwards Drug Company
 1038. Five Points Pharmacy
 556. Franklin's Carolina Pharmacy
 557. Hamlin's Drug Company, Inc. (col.)
 1057. Handy Drug Store
 563. Hayes-Barton Pharmacy
 1025. Hillsboro Pharmacy
 1012. Johnson's Pharmacy
 559. Laughlin's Drug Store
 551. Melvin's Pharmacy
 1003. Person Street Pharmacy No. 1
 564. Pine Drug Company
 832. Professional Pharmacy

566. Rex Hospital Pharmacy
568. Saunders Street Pharmacy
570. Walgreen Co.
571. Walton's Pharmacy
- RAMSEUR—Randolph County
573. Ramseur Pharmacy, Inc.
- RANDLEMAN—Randolph County
574. Economy Drug Company
1024. Reaves Walgreen Agency Drug Store
of Randleman, N. C.
- RED SPRINGS—Robeson County
577. Ped Springs Drug Company
578. Townsend's Pharmacy
- REIDSVILLE—Rockingham County
830. Carolina Apothecary
579. Dailey's Drug Store
580. Gardner Drug Company
581. Mann's Drug Store
- RICH SQUARE—Northampton County
583. Bolton's Drug Company
- ROANOKE RAPIDS—Halifax County
584. Griffin Drug Company, Inc.
954. Matthews Drug Company
586. Roanoke Pharmacy Company
587. Rosemary Drug Company, Inc.
588. Taylor's Drug Store
- ROBBINS—Moore County
589. McCrimmon-Johnson Drug Company
949. Tar Heel Drug Company
- ROBBINSVILLE—Graham County
590. *Ingram's Drug Store
- ROBERSONVILLE—Martin County
592. David Grimes Drug Company
- ROCKINGHAM—Richmond County
593. Bristow Drug Company
1011. Federal Pharmacy
594. Fox Drug Company, Inc.
- ROCKWELL—Rowan County
595. Rockwell Drug Company
- ROCKY MOUNT—Nash County
596. Almand's Drug Store
597. Burnett Drug Company, Inc. (col.)
599. Douglas-Armstrong Drug Company (col.)
600. H. L. Hicks Drug Company
601. Kyser Drug Company, Inc.
602. Matthews Drug Company
603. May and Gorham
1048. Park View Hospital Pharmacy
930. Ricks Drug Company
604. I. W. Rose Drug Company
971. Standard Pharmacy
606. Thompson Pharmacy
- ROSEBORO—Sampson County
608. Davis and Melvin Drug Store
609. Tart and West
- ROSE HILL—Duplin County
610. Fussell Drug Co.
922. Rose Hill Drug Company
- ROWLAND—Robeson County
611. Curtis Drug Co.
612. Rowland Drug Company
- ROXBORO—Person County
613. Adair Drug Store
946. Ca-Vel Drug Store
614. Hambrick, Austin and Thomas
978. Roxboro Drug Co.
616. Thomas and Oakley
- RURAL HALL—Forsyth County
1013. Warren's Drug Store
- RUTHERFORD COLLEGE—Burke County
1045. Valdes General Hospital Pharmacy
- RUTHERFORDTON—Rutherford County
618. Rutherford Drug Co.
619. Sloan Drug Co.
- SALEMBURG—Sampson County
620. *Salemburg Drug Co.
- SALISBURY—Rowan County
621. Carter and Trotter, Inc.
988. Fulton Street Pharmacy
987. Innes St. Drug Co., Inc.
624. Main Drug Company, Inc.
625. Malone Cut-Rate Drug Store, Inc.
1062. The Medical Center Pharmacy
626. Purcell Drug Co.
627. Purcell Drug Company No. 2
986. Salisbury Pharmacy, Inc.
628. Toms' Drug Store, Inc.
- SANFORD—Lee County
629. Acme Drug Company
630. Cole's Pharmacy
632. Lee Drug Company
631. Dr. I. H. Lutterloh
633. Rimmer Drug Store
- SARATOGA—Wilson County
634. *Saratoga Drug Co.

SCOTLAND NECK—Halifax County

- 635. Hall's Drug Store
- 636. North End Drug Store
- 637. Whitehead's

SEABOARD—Northampton County

- 903. Community Drug Store

SELMA—Johnston County

- 639. Selma Drug Company
- 640. Woodard and Creech Drug Co., Inc.

SHALLOTTE—Brunswick County

- 641. *Coastal Drug Store

SHELBY—Cleveland County

- 642. Bolt's Drug Store, Inc.
- 643. Cleveland Drug Company
- 645. Kendall's Drug Store
- 647. Shelby Drug Company
- 953. Smith's Drug Store
- 644. Suttle's Drug Company
- 646. Paul Webb and Son

SILER CITY—Chatham County

- 649. Siler City Drug Co.
- 650. Taylor Drug Store

SIMS—Wilson County

- 651. *Sims Drug Store

SMITHFIELD—Johnston County

- 652. Hood Brothers, Inc.
- 653. Johnston Drug Co.
- 654. Stallings Pharmacy
- 655. Upchurch Pharmacy

SOUTHERN PINES—Moore County

- 656. Broad Street Pharmacy
- 657. Sandhill Drug Company
- 837. Southern Pines Pharmacy

SOUTHPORT—Brunswick County

- 659. Watson's Pharmacy Co.

SPARTA—Alleghany County

- 1061. B. and T. Drug Company

SPENCER—Rowan County

- 661. H. M. Cooke Pharmacy
- 662. Rowan Drug Company

SPINDALE—Rutherford County

- 663. Spindale Drug Company

SPRAY—Rockingham County

- 1047. Spray Drug Company
- 665. Tri-City Pharmacy

SPRING HOPE—Nash County

- 666. South Side Pharmacy

SPRUCE PINE—Mitchell County

- 667. Day's Drug Store
- 668. Spruce Pine Pharmacy

STANTONSBURG—Wilson County

- 669. Stantonburg Drug Co.

STAR—Montgomery County

- 670. Wallace Drug Store

STATESVILLE—Iredell County

- 671. Fisher Drug Co.
- 672. Hawkins Drug Store
- 673. Holmes Drug Store, Inc.
- 674. Logan Stimson and Son
- 675. Purcell Drug Company
- 1023. Statesville Drug Co., Inc.

STOKESDALE—Guilford County

- 993. *Powell's Drug Store

STONEVILLE—Rockingham County

- 678. *Stoneville Drug Store

STOVAL—Granville County

- 679. Puckett's Drug Store

ST. PAULS—Robeson County

- 680. Grantham Drug Company
- 681. St. Pauls Drug Company, Inc.

SUMMERFIELD—Guilford County

- 935. *Summerfield Drug Store

SWANNANOVA—Buncombe County

- 682. Ward's Drug Store

SYLVA—Jackson County

- 683. Hooper Drug Store
- 921. Professional Drug Store
- 933. Sylva Pharmacy

TABOR CITY—Columbus County

- 917. Dameron Drug Store
- 685. Harrelson Pharmacy

TARBORO—Edgecombe County

- 687. Bryan's Pharmacy
- 688. Edgecombe Drug Company
- 691. Moore's Pharmacy
- 692. Tarboro Drug Company
- 834. Taylor's Pharmacy (col.)
- 689. E. V. Zoeller & Company

TAYLORSVILLE—Alexander County

- 693. People's Drug Store

THOMASVILLE—Davidson County

- 694. Mann's of Thomasville, Inc.
- 695. Poole's Drug Store
- 696. Thomasville Drug Co.

TRENTON—Jones County
697. *Trenton Drug Company

TROUTMAN—Iredell County
698. Troutman Drug Store

TROY—Montgomery County
699. Standard Drug Company
700. Troy Drug Company

TRYON—Polk County
701. Missildine Pharmacy
702. The Owen Pharmacy

VALDESE—Burke County
703. People's Drug Store
826. Rock Drug Store

VARINA—Wake County
705. Thomas' Drug Store

VASS—Moore County
1063. Vass Drug Store

WADESBORO—Anson County
707. Fox and Lyon
708. Parsons Drug Company, Inc.

WAGRAM—Scotland County
709. *Wagram Drug Store

WAKE FOREST—Wake County
911. Edwards Pharmacy
711. T. E. Holding and Co.

WALLACE—Duplin County
951. Gowan Drug Company
712. C. M. Miller Drug Company, Inc.
713. Wallace Drug Company, Inc.

WARRENTON—Warren County
716. Boyce Drug Company
717. Hunter Drug Company, Inc.

WARSAW—Duplin County
960. Clark's Cut Rate Drug Store
718. Warsaw Drug Company

WASHINGTON—Beaufort County
724. S. B. Etheridge Drug Store
720. S. H. Reid, Prescription Druggist
721. Tayloe Drug Company
722. Welch's Drug Store

WAYNESVILLE—Haywood County
844. Curtis Drug Store
725. Smith's Drug Store
726. Waynesville Pharmacy

WEAVERVILLE—Buncombe County
727. Weaverville Drug Company

WELDON—Halifax County
728. Selden's Pharmacy
729. Terminal Drug Store (col.)
869. Weldon Drug Company

WENDELL—Wake County
732. W. R. Nowell Drug Store
731. Wendell Drug Company

WEST ASHEVILLE—Buncombe County
735. Carolina Pharmacy
818. Ideal Drug Store
882. Malvern Hills Drug Store
736. Palace Pharmacy
36. Pinner's Drug Store
737. West Asheville Pharmacy

WEST DURHAM—Durham County
738. Brewer's Drug Store
739. McDonald's Drug Store

WEST END—Moore County
740. West End Pharmacy

WEST JEFFERSON—Ashe County
741. Graybeal's Drug Store

WHITAKERS—Edgecombe County
742. Burnett's Drug Store

WHITEVILLE—Columbus County
743. Columbus Drug Store
744. Easley's Pharmacy (col.)
745. Guiton's Drug Store
746. J. A. McNeill and Sons
901. Simmons Drug Company, Inc.

WILLIAMSTON—Martin County
750. Warren H. Biggs Pharmacy
748. Clark's Pharmacy, Inc.
749. Davis Pharmacy

WILMINGTON—New Hanover County
751. Brooklyn Pharmacy
963. Center Drug Co., Inc.
752. Fair Price Drug Store
753. Futrelle's Pharmacy
754. Green's Drug Store
755. Hall's Drug Store
904. James Walker Memorial Hospital Pharmacy
758. Jarman's Pharmacy
759. Lane's Lake Forest Pharmacy
760. Lane's Market Street Pharmacy
762. Saunders Drug Company
763. Service Drug Store
851. Shew's Drug Store
764. Southside Drug Company
842. Standard Pharmacy
766. Toms Drug Company

WILSON—Wilson County

- 767. Barnhill's Drug Store
- 768. Bissette's Drug Store
- 769. Bissette's Drug Store No. 3
- 770. Herring's Drug Store
- 771. Morrison's Drug Store
- 772. Shade's Pharmacy (col.)
- 773. Terminal Drug Store
- 774. Wilson Drug Company, Inc.
- 775. Yancey's Drug Store (col.)

WINDSOR—Bertie County

- 776. Pugh's Pharmacy
- 777. Windsor Pharmacy Company, Inc.

WINSTON-SALEM—Forsyth County

- 1052. Acadia Pharmacy
- 778. Acme Drug Store (col.)
- 779. Chas. H. Allen, Drugs
- 780. Andrews Drug Store
- 781. Bobbitt's College Pharmacy
- 783. Bobbitt's Pharmacy
- 1040. Boulevard Drug Co. (col.)
- 784. Carolina Drug Store, Inc.
- 809. City Hospital Pharmacy
- 1066. Cox Pharmacy
- 785. Crescent Drug Company
- 1067. Eckerd Drugs, Incorporated
- 793. Rufus Hairston Drug Store (col.)
- 989. Hawthorne Pharmacy, Inc.

- 786. Hutchins Drug Store
- 939. Hutchins Drug Store (Fourth St.)
- 787. Mason-Neely Drug Store (col.)
- 788. Nissen Drug Company, Inc.
- 819. N. C. Baptist Hospital Pharmacy
- 789. E. W. O'Hanlon, Inc.
- 790. Patterson Drug Company
- 792. Read's Drug Company
- 794. Sawyer's Drug Store
- 795. Standard Drug Co., Inc.
- 1001. Summit Street Pharmacy, Inc.
- 797. Swaney Drug Store
- 798. Swaney Drug Store, No. 2
- 801. Walgreen Co.
- 802. Welfare's Drug Store
- 803. Willson Drug Store
- 804. The York Drug Company

WOODLAND—Northampton County

- 805. Parker-Taylor Drug Company

YANCEYVILLE—Caswell County

- 806. Yanceyville Drug Company

YOUNGSVILLE—Franklin County

- 1054. Hart Drug Co.

ZEBULON—Wake County

- 985. Wakelon Drug Co., Inc.
- 808. Zebulon Drug Company



W. A. GILLIAM, *President*
N. C. Board of Pharmacy



H. C. McALLISTER, *Sec'y-Treasurer*
N. C. Board of Pharmacy



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Wholesale Drugs
Since 1846

IT'S CHRISTMAS-TIME AT BODEKER'S

The Christmas gifts which will be on the drug store counters in December now are on display in Bodeker's attractively decorated display room. Here are scores of imported and domestic holiday items which will make your Christmas line more attractive than ever this year. Included are Coty—Bourjois—Harriet Hubbard Ayer—Roger & Gallet—as well as many other nationally advertised and attractive Gift Sets. Luggage—Travel Sets—Eastman and Ansco Kodaks and Cameras—Jewelite Sets—Brass Novelties—Gift Stationery—Christmas Cards—Christmas Gift Wrappings—Christmas Tree Decorations and Ornaments—Toys—Ronson, ASR, Zippo and Video Breather Lighters. It's Christmas-time at Bodeker's; it soon will be at your place, too!

The Bodeker Drug Co.

1408-1420 EAST MAIN STREET, RICHMOND 13, VIRGINIA

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behind
Alka-Seltzer and ONE-A-DAY (brand) Vitamins



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152 Stations NBC
5 Times Weekly



QUIZ KIDS
177 Stations
NBC



CURT MASSEY SHOW
141 Stations CBS
5 Times Weekly



FRED BECK
12 Stations CBS
Pacific Coast
5 Times Weekly



HILL-TOP HOUSE
128 Stations CBS
5 Times Weekly



QUEEN-FOR-A-DAY
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Raleigh, North Carolina

"The House of Friendly and Dependable Service"

The Carolina **JOURNAL OF PHARMACY**

Published Monthly by the North Carolina Pharmaceutical
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ec., 1949

ie XXX Number 12

IN THIS ISSUE

- **PRESCRIPTION RETURNS**
- **3rd QUARTER BUSINESS SURVEY**
- **GIANT GINSENG ROOT FOUND**

altruism

Pre-eminent in all operations of Eli Lilly and Company
is the sincere desire to deserve the respect and confidence
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Through strict adherence to the thoughtfully constructed Lilly Policy,
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attendant upon the manufacture and distribution
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ORAL ESTROGENS, PARKE-DAVIS

*oral estrogen therapy that
leaves no after-taste
imparts no odor*

ACCEPTABLE TO THE PHYSICIAN because he knows that with every capsule of MENAGEN his menopausal patient receives a carefully standardized amount of potent, natural estrogenic hormone. Physicians in your locality are currently being told the advantages of this product by our medical service representatives. Specification for MENAGEN is also backed by a powerful advertising campaign in medical journals and by a series of direct mail messages.

ACCEPTABLE TO THE PATIENT because at moderate cost she receives from MENAGEN the "uplift" that natural hormone can best give, without suffering the objectionable after-taste and breath odor that frequently occur with ordinary natural estrogen preparations.

ACCEPTABLE TO YOU because MENAGEN is a fast-repeating item, backed by intensive promotion to the medical profession and distinguished by the hallmark of Parke-Davis quality.

MENAGEN: Available in bottles of 100 and 1000 capsules, each capsule representing 10,000 International Units of estrogenic activity.

PARKE, DAVIS & COMPANY



Ramsey Appoints Ward Sales Manager

J. L. Ramsey, President of Ramsey Refrigeration and Manufacturing Corporation of Charlotte, has announced that Mr. J. E. Ward has come with his organization as Sales Manager. Mr. Ward is well experienced in the fixture and equipment business having been associated with the Berryhill-Ward Sales Company for the past several years.

Ramsey Refrigeration and Manufacturing Corporation is distributor of Fischman Soda Fountains and other nationally known commercial refrigeration equipment. They are also one of the leading restaurant and drug store outfitters in this part of the country and Mr. Ramsey said with the appointment of Mr. Ward his company would be able to better serve the two Carolinas, Virginia and Georgia.

Their modern fixture plant is located at the rear of their main office and show room, 816 West Trade Street, where they manufacture all types of fixtures for restaurants, drug stores and confectionery stores. They also manufacture a complete line of upholstered seating equipment.

Walgreen Store Sold

Purchase of the Walgreen Drug Store, of High Point, by Lumberton interests has been announced by A. W. McLean, Jr.

The store will be completely renovated and operated under the firm name of High Point Modern Drugs, Inc. Walgreen products will be featured.

The business will be managed by Jack Hart of Lumberton.

Kappa Psi Meet Scheduled for Richmond

Kappa Psi Pharmaceutical Fraternity will meet for its 25th National Grand Council Convention at Richmond, Virginia, on December 29, 30 and 31. Headquarters for these meetings will be at the John Marshall Hotel, and delegates from collegiate and graduate chapters in all parts of the United States will be present for the

conclave. Hosts will be members of Theta Chapter at the School of Pharmacy of the Medical College of Virginia.

Bellamy Buys Pleasant Oaks

Pleasant Oaks plantation, a 4,000 acre tract on the River Road to Southport, has been purchased by Hargrove Bellamy of Wilmington from Frank B. Adams, former owner and chairman of the Board of Directors of the Atlantic Coast Line Railroad.

Winston-Salem—J. F. Rhodes has purchased Sawyer's Drug Store, 1245 Patterson Avenue, from the owner, Mr. R. B. Sawyer. Mr. Rhodes has already assumed active management of the business.

Winston-Salem—David D. Claytor has resigned as pharmacist in charge of the Pharmacy Department of City Hospital. Miss Doris Gilliam, formerly of Read's Drug Store and prior to that an employee of the Baptist Hospital in Winston-Salem, has accepted the position vacated by Mr. Claytor.

To Our —

GOOD FRIENDS

IN NORTH CAROLINA

Your orders for

Labels, Drug Boxes and
Physicians Prescription Blanks

are greatly appreciated.

McCourt Label Cabinet Co.

58 BENNETT STREET

BRADFORD, PENNA.

Ralph M. Crosson, Representative

P. O. Box 475, Columbia, S. C.

the convenience of PRANONE[®] therapy

(Anhydrohydroxy-progesterone U.S.P. XIII)

When the patient cannot visit the physician at sufficiently frequent intervals for injections of PROLUTON[®] (Schering's Progesterone U.S.P. XIII), a useful method of duplicating the therapeutic action of PROLUTON is the oral administration of PRANONE[®] (Schering's Anhydrohydroxy-progesterone U.S.P. XIII). PRANONE Tablets are effective in spontaneous abortion (threatened and habitual), in functional uterine bleeding, in dysmenorrhea and in relieving premenstrual tension.

The convenience of this effective oral therapy to the patient is obvious. Patients who are prone to abort are frequently recommended to keep a supply of PRANONE Tablets for immediate use at the earliest signs of abortion.

Dosage equivalence: PRANONE 5 mg. orally is therapeutically equivalent to 1 mg. PROLUTON by injection. In threatened abortion, instead of PROLUTON 5 to 10 mg. daily, PRANONE Tablets 10 or 25 mg. may be taken three to five times daily as directed by the physician.



Packaging: PRANONE, anhydrohydroxy-progesterone, tablets of 5 or 10 mg.; boxes of 20, 40, 100 and 250 tablets. Also tablets of 25 mg.; boxes of 20 and 100 tablets.

* (14)



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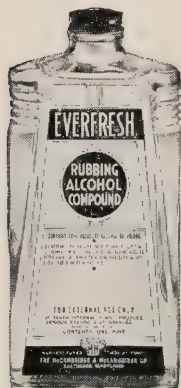


EVERFRESH RUBBING ALCOHOL COMPOUND

Outstanding Profes-
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A Profit Meeting
Your Professional
Standards

For the long run—
A BRAND WELL
WORTH PRE-
FERRING



The McCAMBRIDGE AND
McCAMBRIDGE CO.

Baltimore 23, Md.

Registered Narcotic Addict

A pharmacist writes:

I have had several inquiries recently as to whether or not there is such an individual as a "registered narcotic addict." I have looked through all my literature pertaining to narcotics, their procurement, etc., but have been unable to find anything specifically stating that the Bureau of Narcotics licenses any one person as a "registered narcotic addict." Then, if there is a licensee, how could a pharmacist legally fill a prescription for such a person when the Harrison Act specifically states that it is illegal to fill narcotic prescriptions of a known addict, excepting incurable diseases?

Our pharmacist answers his own query in the last line of his communication. There is no such person as a "registered narcotic addict." Individuals professing to be "registered narcotic addicts" should be reported to the Bureau of Narcotics.

For a Good I-Q

Pharmacist C. M. Cain of Henrietta, N. C., evidently enjoys football as witness the following letter:

Sometime ago I came across a college yell that I had clipped from a paper about 1903. After reading it over the thought occurred to me that it might be interesting to some of the pharmacy students at Chapel Hill. Here it is:

Eriodictyon Glutinosum!

Chondodendron Tomentosum!

Wahoo! Buchu!

Pharmacy! Pharmacy! P-M-U!

Having attempted several hundred lines of verse during my time, I'll try to illustrate the revolution in Pharmacy by writing a more up-to-date yell for the boys and girls. Here it is:

Penicillin and Streptomycin!

Sulfonamides and Tyrothycin!

Hormones and Vitamins

For a Good I-Q!

Pharmacy! Pharmacy! N-C-U!



"IT'S FAMOUS

because

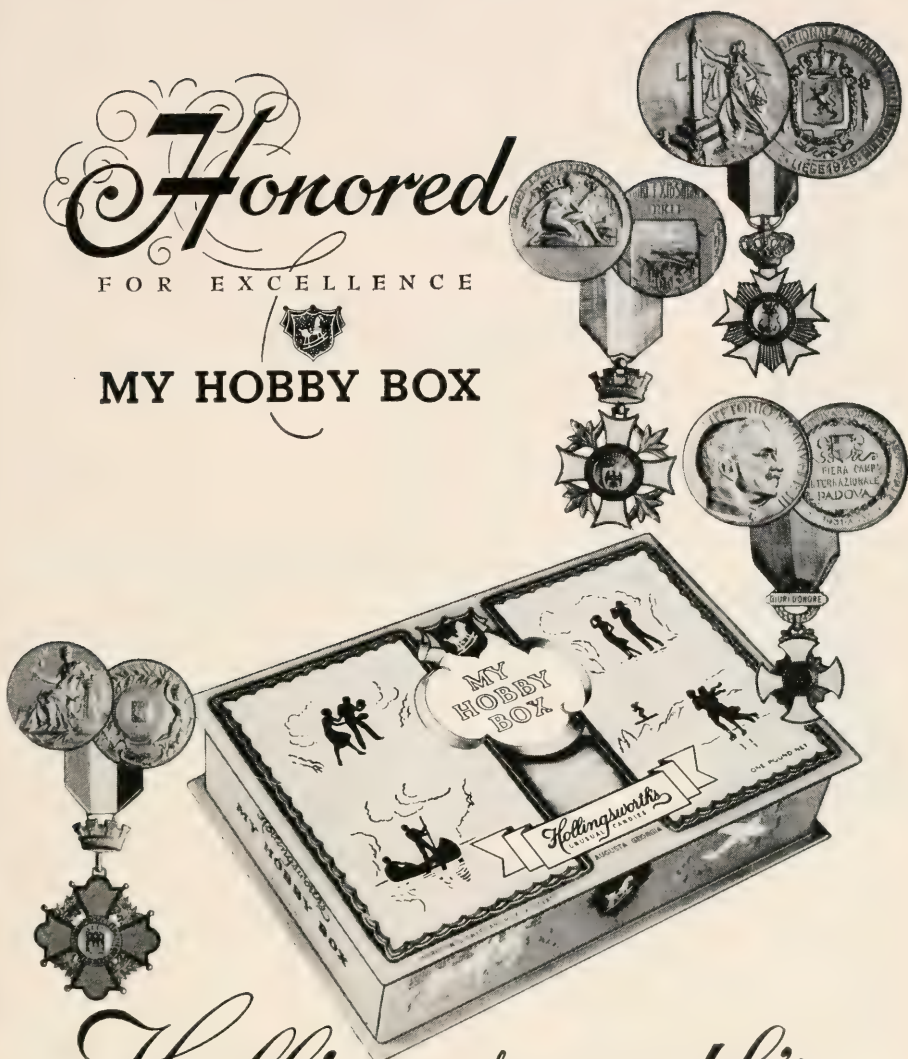
IT'S GOOD"

Honored

FOR EXCELLENCE



MY HOBBY BOX



Hollingsworth's

UNUSUAL CANDIES

FOR THOSE WHO LOVE FINE THINGS



Wishing You

A Merry Christmas

and

A Happy and Prosperous New Year

Owens & Minor Drug Company

Richmond, Virginia



The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
AT CHAPEL HILL, N. C.

W. J. SMITH, MANAGING EDITOR

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DECEMBER, 1949

No. 12

Boy with a Pipe

(A CHRISTMAS STORY)

By NELLE DAVIS

I think of him as the boy with the pipe. A boy with a dog is a pretty common thing, but whoever associates a boy with a pipe? I used to see him standing there when school was out—just looking. He never disturbed anyone; never rifled the funny books as do so many children, or talked too loud, or stood too closely to the candy counter, court-ing suspicion. No, he just stood alone, a little tip-toe, and just looked.

I judged him to be about eight years old. He was mighty lean where a boy of eight should be filling out and he had that unruly, brown hair that is the despair of dot-ing mothers. Across his little upturned nose was a sprinkle of freckles that gave him a look of pertness, and, in a way, attracted me to him. One day I became very curious and walked over to him. "Oh, it's a pipe, eh, sonny?" "Yes—that one, could I please see it?"

I opened the case and put the pipe into his little boy hands. Perhaps I smiled as I saw the gestures he used in looking it over. He examined it closely for flaws in the wood, sniffed at it, took it apart to see how it worked, and last of all—you guessed it—he put it between his teeth, or rather where his teeth should have been for he was at that in-between-teeth stage.

"Good piece of walnut," I ventured hap-hazardly and he rewarded me with a pity-ing look, the result, I found out later, of

my inability to distinguish between walnut and briar. Next day he wasn't back—or the next. Then I looked up one day to see him standing in his usual place next to the door, hands thrust deep into his pants pock-ets, his eyes glued to that pipe. I also noticed that in between glances at the pipe, I was the recipient of a few close looks. Pretty soon he was standing at the pre-scription counter, eyes big as saucers and cheeks pink from excitement.

"That pipe, Miss. Do you suppose I could buy it if I paid a dime a week?" That's what I call deferred payment all right. "You see, it is ten weeks until Christmas and I can have it paid for by then."

He had it all figured out, so I took the pipe from the case, put it into a case built for a five dollar edition and wrapped it up. "Your name please?" "Jon Thomas, and please don't put an aitch in Jon." Little old man spelling his name to me, a thin dime held between his thumb and finger. "It won't be sold now, will it?" he asked eagerly. "Not for all the tea in China," I answered.

He didn't come back until the next pay-ment was due. If his mouth watered at sight of the candy bars he passed, he never gave any sign; just watched me gravely as I gave him credit on the back of his pack-age. His payments were made regularly

each week and it only needed two more weeks until Christmas. Things began to hum in the corner drug store and somehow I lost count of time. It was when I happened to be passing the pipe case one day that I thought of the boy. With a feeling of shock I noticed that no payment had been made for two weeks and I wondered what catastrophe had occurred to keep the boy from buying that pipe. That day I stood talking with one of the local women and I heard about Jon. He was passing on the other side of the street. "Do you know that boy?" I asked. "Oh, yes, that's Jon Thomas." Then she laughed. "Funny thing, he came and asked if he could keep my sidewalks clean all winter for a dime a week." "Yes?" I asked and there was urgency in the word. "Well, there has been no snow for the last three weeks. Poor Jon, he spends most of his time looking at the sky to see if it is going to snow." She laughed, but you see she didn't have any children. I heard the rest of the story from someone else. Jon's father was a paralytic, getting well, but slowly. Jon adored him even more so than he adored his mother who went out to work each day in order to keep her little family going.

Snow began to fall that night and it has been years since we had such a fall. I sent the fountain boy to get Jon. He came, not because he expected work. It was the thought of the pipe, I knew, that gave him that look of fearfulness. His words tumbled out even before I reached the place where he stood. "It is snowing, Miss. I'll be able to pay for it now—don't sell it please." I got over the lump in my throat. "I want you to clean my sidewalks, Jon. It is a big job for there is a lot of snow. It's worth about fifty cents, I guess. You could clean the windows afterwards and make it an even dollar." No, he wasn't overpaid. That was some job for an eight year old. I watched him. Saw his thin shoulders push out from under the weight of the snow. Watched the breath labor in his little chest.

He didn't take the dollar. Instead he bought a bottle of cologne for his mother which I had quickly reduced to quarter price. I wrapped the packages in Christ-

mas paper and tied them with a special piece of ribbon I had been saving for my special gifts. Red for the one his dad would receive and blue for his mother's cologne. He took them in his hands, blistered from the shovel, and held them as though they were the most precious things on earth. Have you ever seen a little boy with red in his cheeks, run his tongue over lips that were hot with excitement. I have.—This story originally appeared in *The Journal* of the Michigan Pharmaceutical Association.

Formulary Issued

A completely new and revised issue of the popular Duke Hospital Formulary has been released by its editor, I. T. Reamer, Chief Pharmacist at Duke. Copies of the Formulary may be obtained by forwarding your check for \$1.10 to: Mr. I. T. Reamer, Duke Hospital Pharmacy, Duke Hospital, Durham, N. C. The book will be sent postage prepaid.

Cash and Narcotics Stolen

Fifty to seventy-five dollars worth of narcotics and \$678.79 in cash were taken by burglars who broke into Goode's Drug Store, Asheville, on November 24th and cracked a safe in the prescription department.

The burglars overlooked a considerable amount of money in the safe, apparently because they were more interested in the narcotics.

Fountain Installations

The Biscoe Drug Company, Biscoe, N. C., recently installed a new Stanley Knight Soda Fountain. The fountain is of the latest design, all steel, all dry, and has four sinks in the work board section.

The counter is constructed of beautiful green and brown steel enamel.

A new Stanley Knight Soda Fountain was recently installed in The E. R. Thomas Drug Company, Erwin.

Both fountains were sold by the Berryhill Fountain Sales Company, 715 Louise Avenue, Charlotte—distributors for Stanley Knight Soda Fountains and Luncheonette equipment in North Carolina and Northern South Carolina.

They Know Their Salts

Allen Sinclair, employee of Phillips Drug Company, Albemarle, has been awarded a gold plated mortar & pestle pin for having submitted first the correct answer to the problem: "A pharmacist bought 300 pounds of Magnesium Sulfate ($\text{MgSO}_4 \cdot 7\text{H}_2\text{O}$). On standing it lost 20% of its water of crystallization. How much did he have left?"

The correct answer to the problem, which appeared in the November issue of *The Tar Heel Digest*, is 269.27 pounds.

Other pharmacists submitting correct answers to the problem include Larry C. Harris, Harris Drug Store, Blowing Rock; James W. Mitchener, S & M Pharmacy, Hertford; Rudy Hardy, Professional Drug Store, Sylva; J. D. Whitehead, III, Whitehead Drug Company, Enfield; Dwayne A. Irwin, Elk Pharmacy, and Edwin Royall, Turner Drug Company, both of Elkin; O. K. Richardson, Boone Drug Company, Boone; John C. Mills, Mills Drug Company; Cliffside; L. B. Stacy, Smith's Drug Store, Gastonia; Edwin Fuller, Innes Street Drug Company, Salisbury; B. R. Ward, Goldsboro Drug Company, Goldsboro; J. C. Cardell, 302 Vance Street, Lenoir; and C. S. Brinkley, Bobbitt's College Pharmacy, Winston-Salem.

Wayne Russell, Elm St. Pharmacy, Greensboro; W. Moss Salley, Salley's Drug Store, Asheville; Lawrence E. Britt, Standard Pharmacy, Wilmington; Norman W. Sherwood, Park Place Pharmacy, Charlotte; A. E. Galloway, Plaza Hills Pharmacy, Charlotte.

O'Daniel Now Sole Owner

James S. O'Daniel is now the sole owner of The Hickory Drug Company, after having recently purchased all outstanding stock in the firm from James Barger and H. M. Deal of Lenoir.

New officers of the firm are: James S. O'Daniel, president-treasurer; Margaret P. O'Daniel, vice-president; and Edna McGinnis, secretary.

Five years ago the drug firm was sold to Messrs. O'Daniel, Barger and Deal by P.

J. Suttlemyre, and since that time Mr. O'Daniel has been manager.

Prior to locating in Hickory, Mr. O'Daniel was associated with McNairy's Drug Store in Lenoir. He was licensed as a pharmacist in the State in 1939.

Bill Halsey to Open Pharmacy in Sparta

W. B. (Bill) Halsey, former manager of Patterson Drug Company, Winston-Salem, is opening a new drug store in Sparta. While exact opening plans are not known at this time, Bill hopes to get underway in sufficient time to greet Xmas shoppers.


Berryhill Fountain Sales Company, Charlotte, is installing a 15-foot Stanley Knight soda fountain and luncheonette layout in the store.

Mr. Halsey is a native of the section, having obtained his original drug store experience with Roy Burgiss at the B. & T. Drug Company, Sparta. After graduating from the U. N. C. School of Pharmacy, he worked in Morganton for Tom Cornwell for several years. Then followed a period of World War II service and his more recent position as manager of Patterson Drug Company.

Available, without charge, copies of "Salary-Hour Survey" as compiled by N. C. Pharmaceutical Association. Send your request to W. J. Smith, Drawer 151, Chapel Hill, N. C.

For Sale

Half interest in an established drug store in Eastern North Carolina. Present owner—a pharmacist—will sell at inventory value, and since he plans to retire soon, will give option on balance of business to purchaser. If interested, send your name and address on postal card to K100, Carolina Journal of Pharmacy, Chapel Hill, N. C.



Each Member
of the
TRAVELING MEN'S
AUXILIARY
wishes
Each One of You
"A Merry Christmas
and a
Prosperous New Year"

Pharmacist Holdup Victim

J. C. Taylor, Durham pharmacist employed by Holloway Street Pharmacy, was held up on the night of October 31st, as he was closing the store, and relieved of between \$900 and \$1,000 in cash, several thousand dollars in war bonds, and the store's entire stock of narcotics.

Mr. Taylor was accosted by an armed bandit as he entered his car after closing the Pharmacy. He was robbed of his wallet and then forced to march back into the store, and open the safe.

After the robbery Taylor was marched out again, the loot was handed over to an accomplice and the robbers escaped after shooting holes in the tires of Taylor's automobile to prevent pursuit.

Robert Savage Slain by Oakland Bandits

Robert Savage, former owner of the Surry Drug Company of Pilot Mountain, was killed by bandits on October 22nd in his Oakland, California, drug store.

A clerk also was slain by the bandits in what Oakland police described as an Oriental-style killing. Oakland officers surmised that the victims apparently knew the bandits, since they were admitted after closing time. After the safe had been opened, Savage and his clerk were believed to have been ordered to kneel side by side. Each was shot in the back of the head by a .45 caliber bullet.

A check of a cash register tape indicated \$612 was taken in the robbery.

Collier Injured in Crash

Wesley T. Collier, of Roanoke Rapids, a 1949 graduate of the U. N. C. School of Pharmacy, was seriously injured November 19th near Durham as a result of an automobile accident. Two of Collier's companions—a Duke Hospital intern and a senior medical student—were killed in the accident.

Collier is associated with the Duke Hospital Pharmacy as a hospital pharmacy intern.

Dope Ring Smashed

A major dope ring in North Carolina has been smashed by Federal narcotics agents.

Boyd M. Martin, supervisor of the Baltimore District of the Bureau of Narcotics, reported the arrest of 14 persons in the Fayetteville area following an investigation covering more than three months. In obtaining evidence, Federal agents spent \$30,000.

Ten Narcotics agents, coming from Atlanta, New Orleans and the Carolinas, broke the case with the help of the State Bureau of Investigation and county law enforcement officers at Fayetteville and Charlotte.

Martin termed the members of the ring as "wholesale dope peddlers." He said they were in a big operation and the narcotics they handled bore counterfeit tax stamps and counterfeit labels which gave the false impression that the dope had come from reputable drug houses.

APPETIZING APPETIZER

Nutritional adequacy is an essential for normal convalescence—in geriatrics—for growing children—during pregnancy and lactation.

To stimulate the appetite and gastric secretion, thousands of physicians have employed

VALENTINE'S

MEAT EXTRACT

the internationally-known liquid Meat Extract. Professional literature gladly supplied on request.

Valentine's
MEAT-JUICE CO.
Richmond, Va.
SINCE 1871

ATTENTION PHARMACISTS: The advertisement above is appearing in national and sectional medical journals. Check your stock. Be sure your supply of Valentine's Meat Extract is adequate.

Information gladly supplied



ON BEHALF OF OUR ENTIRE ORGANIZATION

WE WISH FOR YOU AND YOURS

A

Very Merry Christmas

AND

A New Year

OF HEALTH, HAPPINESS AND PROSPERITY

JUSTICE DRUG COMPANY

GREENSBORO, N. C.

Dependable Service Since 1898

Problem of Prescription Returns

By G. HAYWOOD JONES and J. W. HARRISON
Committee on Trade Interest

The problem which involves returning prescriptions for credit, intact or in part to the retail pharmacy from which they were originally purchased is not a new problem. Sometime or another all pharmacists are confronted with it—and most of them do not accept the return. Every case is a definite problem and must be handled differently. This means that every pharmacist must put his knowledge of psychology plus common sense to work and handle the situation with diplomacy.

Regardless of the situation it is not a good policy to accept a returned prescription from anyone—people talk—even those that are befriended. When such a request is made the pharmacist must keep in mind three facts: first, once the medicine is back in the store it is "second-hand" medicine; second, he has no way of knowing if it is the same merchandise he dispensed; third, he has no assurance that the returned medicine has been kept under conditions applicable to the nature of the drug, such as keeping it refrigerated or in a cool, dry place. Actually it amounts to a druggist accepting a prescription from a layman. The layman did not accept it from a layman in the first place—but from a scientist.

It is true the customer does not understand the responsibility in such a request put upon a pharmacist. Each customer will react differently when you tactfully refuse to take back a prescription. A selfish individual, who is to receive the refund, will in all probability think you should take his prescription back, but on the other hand, he would not want to take medicine that had been returned under similar circumstances. The druggist, being a man of parts, should in most cases be able to explain to the customer why prescription medicines cannot be returned and retain the good will and understanding of the customer.

Physicians discourage as much as they can this return. However, there are some physicians who ask druggists to take back pre-

scription medicines because the patient cannot take the medicine. In such a case the doctor usually writes a new prescription. Most of us would accept the returned prescription under such circumstances, if the medicine has been out of the store for a short time or is not a compounded prescription.

Actually there is no hard and fast rule that will apply to this problem under all circumstances. Some stores in our state have framed signs over the Rx department reading thus: "We do not accept unused prescriptions. No one wants 'second-hand' medicine." On the other hand, leading pharmacists accept returns such as tablets or unmixed prescriptions, although they immediately discard them, charging it up to profit and loss.

It seems that the druggist might take a leaf from the book of the manufacturer in dealing with a problem of this kind. No manufacturer will accept a preparation in return from a druggist unless it is intact, even to the seal on the package. The only deviation from the policy occurs when there is some discovered error in manufacture or in the case of deleterious results from a preparation discovered after years of use.

In any event, it is an unhealthy policy to make a practice of accepting returned prescription medicine. You may lose more customers than you will gain.

Salesmanship

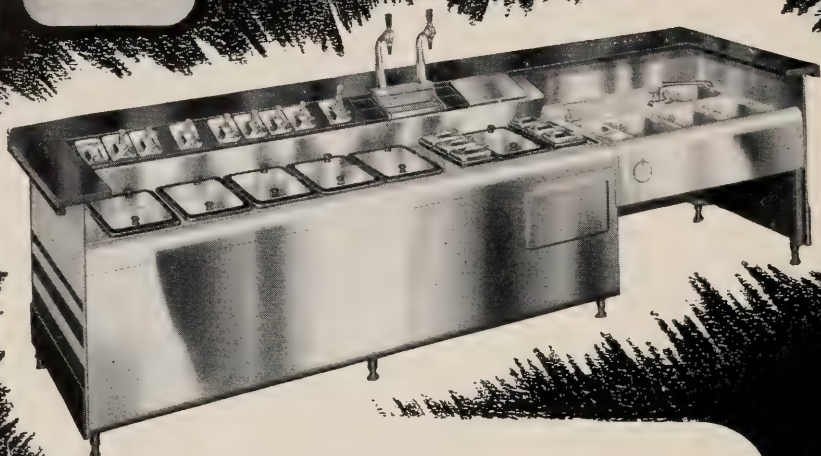
I like the story about the salesman who was told he was working in a territory where all the farmers were poor and that his chance of selling his merchandise—milk-machines—was one in a thousand. He was told, in particular, that the farmer on whom he was going to call that day owned only one cow.

"I'll sell him," he said confidently. He did. And came away with the cow as down payment!

QUALITY — BEAUTY — PERFORMANCE



Stanley Knight



Fountain and Luncheonette Equipment

Beautiful, streamlined design plus efficient operation of the Stanley Knight fountain can build bigger profits for you. The many outstanding features, available only in this ultra-smart stainless steel fountain, were developed to enable you to *serve more customers, faster and easier.*

Exclusive New 34" Working Height
Exclusive Sanitary Sink Section
Exclusive 5" Floor Clearance
Improved Instantaneous Dry Water Cooler
100% Dry Refrigeration
All Steel Welded Construction

*Design and Planning Service
Write us for free catalog!*

DISTRIBUTORS

BERRYHILL FOUNTAIN SALES COMPANY

715 LOUISE AVE. ∴ CHARLOTTE, N. C. ∴ PHONE 8945

Building Committee Recommends Purchase of Property

As a result of a conference in Chapel Hill on November 9th, eight members of the Building Committee of the N. C. Institute of Pharmacy voted unanimously to recommend to the N. C. P. A. Executive Committee that property located in Chapel Hill on the corner of Church and West Rosemary Streets be purchased as a site for the Institute building. Attending the conference were Messrs. T. J. Ham, Jr., General Chairman, Yanceyville; R. P. Lyon, Wadesboro; Roger A. McDuffie, Greensboro; W. R. Adams, Angier; Ralph P. Rogers, Durham; Octavus Griffin, Roanoke Rapids; B. R. Ward, Goldsboro; and D. R. Davis, Williamston.

Also present at the conference were Alfred N. Martin, Roanoke Rapids; H. C. McAllister, Secretary of the Board of Pharmacy; and W. J. Smith, Secretary of the Pharmaceutical Association.

Assuming the property is purchased, the Committee plans to begin construction of the building early in 1950. The building will contain offices for the Pharmaceutical Association and the Board of Pharmacy, an auditorium, a committee and general reception room, an equipment room, a kitchenette and rest rooms.

Since additional funds will be needed to construct and equip the building, the Committee discussed various methods for raising the money. A three-step program was agreed upon, with the first phase to be announced to members of the Association prior to the holiday season.

Quiz Show Highlights Meeting of Asheville Drug Club

Reported by JOE T. RUSSELL, *Secretary*

The Asheville Drug Club held its monthly meeting in the Governor Vance Room of the Langren Hotel on Friday night, November 11th. With some 40 attending the following visitors were recognized: Harry Banks of Biltmore Dairies, Kermit Black of Dr. T. C. Smith Company, T. R. Burgiss of

Curtis Drug Store, Waynesville, R. L. Irwin of Tainter's, Marion, Ed. Pittman, Schrafft's Candy Company, and R. L. Blanton, Holland Rantos Company.

Stacy Smith, Chairman of the Christmas Party for December gave a brief summary of what to expect in the way of entertainment. Stacy is working on a two-phase type party which includes: 1st, part of the ballroom on the roof garden of the Battery Park Hotel will be used for hobbies. 2nd, there will be a musical talent scouting of all club members.

The feature of the night was a quiz program after the manner of Dr. I. Q. of which R. C. Sisk was chairman. Bob had as his able assistants: Jim Harrison and Maurice Cable. Prizes ranging from books to boxes of candy were presented to those lucky enough to answer the questions. A prize jackpot, representing prizes missed by the contestants who gave incorrect answers, was won by E. R. Houser of the Dr. T. C. Smith Company.

T. R. Burgiss, past president of the N. C. Pharmaceutical Association, made a short talk and highly praised the Club for its outstanding work.

Proved Profit Products

CONSTANT ADVERTISING KEEPS OLD CUSTOMERS
BUYING — MAKES NEW CUSTOMERS DAILY



For 67 years, women have been buying this product in drug stores. Laboratory tested and controlled for assured satisfaction.

Granulated or powder for adults — Syrup of Black-Draught for children. Both are real profit makers.



The modern quick rub in a grease less base. It is a profitable product that repeats regularly.

A modern iron and vitamin B₁₂ tonic — plus vitamins B₆ and Nicotin. You can recommend it with confidence.

THE CHATTANOOGA MEDICINE CO.
ESTABLISHED 1879 CHATTANOOGA, TENN.

Physician Permit Stores

Mr. Henry E. Dillon, Turner Drug Company, Inc., Elkin, writes:

(1) Is a drug store that is operating on a physician's permit allowed to fill prescriptions written by other physicians?

(2) Is a drug store that is operating on a physician's permit allowed to sell such prescription items as Insulin over-the-counter?

Here is the reply to Mr. Dillon's inquiries by the Secretary-Treasurer of the N. C. Board of Pharmacy, Mr. H. C. McAllister of Chapel Hill:

Your letter of October 18th, to Mr. Smith, has been forwarded to me. In this letter you ask certain questions with regard to the operation of a drug store under a physician's permit.

Section 90-71 of the General Statutes of North Carolina states in part as follows:

"In any village of not more than six hundred inhabitants the board of pharmacy may, after due investigation, grant any legally registered practicing physician a permit to conduct a drug store or pharmacy in such village, which permit shall not be valid in any other village than the one for which it was granted, and shall cease and terminate when the population of the village for which such permit

was granted shall become greater than six hundred."

As you can see from the above, the law provides that the Board of Pharmacy may issue a permit for a physician to conduct a drug store under the conditions outlined. However, there are no restrictions further than those stated above. This type of store would then enjoy all the rights and privileges of any other drug store registered with the Board of Pharmacy.

It may interest you to know that the Board of Pharmacy has discontinued issuing original drug store permits to physicians, but provides for the annual registration of those permitted physician's stores already established.

In and Out

Mama Skunk was worried because she could never keep track of her two children. They were named In and Out, and whenever In was in, Out was out, and if Out was in, In was out. One day she called Out to her and told him to go out and bring In in. So Out went out and in no time at all he brought In in.

"Wonderful!" said Mama Skunk. "How, in all this great forest, could you find In in so short a time?"

"It was easy," said Out. "In stinct."

With every

GOOD WISH FOR A SEASON FILLED
WITH Joy AND A NEW YEAR FULL
OF Happiness

PEABODY DRUG COMPANY
305 W. PETTIGREW STREET
DURHAM, NORTH CAROLINA

OUTSELLS . . .

ALL PACKAGE CANDY COMBINED
MANUFACTURED IN THE STATE OF TEXAS



Pangburn's new Christmas display in striking Western-Style, sand blasted wood frames, now appearing in the windows and counters in all Pangburn Agencies.

PANGBURN COMPANY
FORT WORTH, TEXAS



Tar Heel Camera

The picture above, sent to us by J. Floyd Goodrich, shows the interior of the Edgemont Drug Store, Durham, as it appeared in 1913.

Cullen Smith, of Spring Hope, is behind the fountain. Then, left to right, we have A. H. McDonald, now in business for himself in West Durham (McDonald's Drug Store); Marvin Gunter; unknown; Otho Veazey; and Mr. Andrews, father of Fannie Andrews.

The BC ad lettered on the mirror is probably among the first advertisements to be used by this firm, as it was just getting underway in 1913.

If you will compare the picture on the left with the one of Kelly E. Bennett, of Bryson City, which we recently published in the JOURNAL, you will note some similarity. Both pictures were made in 1912 in the same rooming house and turned up 37 years later in different parts of the State.

The gentleman shown seated at the table is Mr. Thomas H. May, now Inspector for the N. C. Board of Pharmacy. According to Mr. May this particular picture was snapped by Mr. Bennett, who, we feel certain, will be glad to know his photographic work of bygone days is holding up very nicely.

NOW.. You Can Tell
Your Customers to Take Their Choice,
but take "BC"

TABLETS



POWDER

10¢ and 25¢
SIZES



★ Same famous

formula—same fast relief.

Two tablets equal one powder. Both

act quickly to relieve headaches,

the pains of neuralgia and

minor muscular aches.

Nationally distributed.

Nationally advertised.

HEARD OVER
350 Radio Stations-247 Newspapers

READ IN

TAR HEEL DIGEST

Kinston—Harry Sutton's Drug Store has been sold to E. C. Buchanan and the name of the firm changed to Lenoir Drug Company. Mr. Buchanan was formerly manager of one of the Standard Drug Stores of Kinston.

Reidsville—James L. Thompson, an associate of Bill Dudley at the Carolina Apothecary, has been admitted to the American College of Apothecaries as an Associate Fellow. Membership requirements of the ACA are rigid, one being no applicant may be considered if he operates, or is employed in a pharmacy that operates a soda fountain. On the basis of this requirement, only a small percentage of our pharmacists would be eligible for membership in the ACA—not more than 1%.

Lillington—Harley O. Benson, formerly of Adams & Young Drug Company, Angier, has accepted a position as pharmacist with the Lafayette Drug Company.

Chapel Hill—Kappa Psi pharmaceutical fraternity recently honored 40 new students at a "smoker" given at the fraternity's house on West Franklin Street. A movie was shown of the North Carolina-South Carolina football game, after which the entertainment continued with a talk on the history and purpose of the organization by pharmacy student Ernest Robie.

Chapel Hill—Talks by Dr. E. A. Brecht, Dr. Walter Hartung and Bill Sheffield featured a recent "smoker" sponsored by Phi Delta Chi in honor of new pharmacy students.

Draper—C. G. Lasley, co-owner of the Lasley & Roberson Drug Co., had charge of the November 29th program of the Y's Men's Club of Draper. A film program on Opium, its cultivation and processing, was presented.

Mount Holly—Mr. and Mrs. W. F. Holland recently spent a delightful vacation in Bermuda. While away their son, Tom, kept things running smoothly at the Holland Drug Company.

Marion—The addition of Luke Irwin to

the prescription staff of Tainter's gives this firm three licensed pharmacists. In addition to the owner, Dean Tainter, we have Bill Forrest and Luke to take care of the large volume of prescription business handled by this store. Until recently Mr. Irwin was manager of the North Wilkesboro Drug Company.

Greensboro—Miss Laurel Williams, for the past four years prescriptionist with the Greene St. Drug Company, is leaving the State to accept a position in New Jersey. B. H. Wolfe, of Burlington, has replaced Miss Williams at Greene Street Drug.

Albemarle—Tate's Drug Store, established here two years ago by D. O. Tate, has been closed by the owner and will be sold following an inventory of merchandise and fixtures. Mr. Tate has not announced his future plans.

Chapel Hill—Linwood Sutton has returned to his duties at Sutton's Drug Store after being a patient at Watts Hospital, Durham, for six weeks.

Madison—W. B. Harris of High Point has sold the Jamestown Drug Store (near Greensboro) to J. E. Tilley, an employee of Madison Drug Company for the past two years. Transfer of the business to the new owner is scheduled for January 1st.

Spruce Pine—R. A. Glenn is the new manager of the Spruce Pine Pharmacy. Although Mr. Glenn has been in the drug business in Clinton for the past year, he is no stranger to this section of the State, having been associated with Pollards Drug Store, Burnsville, for most of the World War II years.

Burlington—Effective January 1st Rudolph Pittman of Kenly will be associated with the Burlington Drug Company. Pittman graduated from the U. N. C. School of Pharmacy in June, 1949, and since that time has been an employee of Talton's Drug Store in Kenly.

Greensboro—B. H. Wolfe, of Burlington, has been added to the prescription staff of Greene Street Drug Company.



I'm Telling Thousands

**... YES
Many
Thousands
of
NORTH
CAROLINIANS**

In North Carolina alone more than eleven thousand nine hundred ninety-four radio messages for Stanback Headache Powders and Tablets are scheduled into the 640,000 radio homes of the State.

What does this mean to you? Just this—this fast-moving product brings you extra profits for your dollar of investment because of increased demand. Cash in on this advertising by displaying STANBACK prominently. Get on the band wagon that is playing ... "SNAP BACK with ...

**Radio Stations Broadcasting
For STANBACK**

WBT WSOC Charlotte	WGNI Wilmington	WFTC Kinston
WABZ Albemarle	WMFR High Point	WBUY Lexington
WSJS Winston-Salem	WFNC Fayetteville	WGNC Gastonia
WAIR	WEED Rocky Mount	WOHS Shelby
WBIG WGBG Greensboro	WGTL Kannapolis	WLOE Leaksville
WTIK Durham	WSAT Salisbury	WHIT New Bern
WPTE WRAL WNAO Raleigh	WGTM Wilson	WHKY Hickory
WWNC Asheville	WGBR Goldsboro	WRRF Washington
	WBBS Burlington	WADE Wadesboro



Snap Back with

STANBACK

Giant Ginseng Root Found Near Asheville

The area in and around Asheville has long been noted for the wide variety of medicinal drug plants found growing in that section. Botanicals varying all the way from wild cherry bark to passion flower (*Passiflora*) are collected in large quantities. The trade is so extensive that Penick for many years has operated a crude drug house in Asheville.

One of the most interesting items listed by Penick is Ginseng Root, of little value in this country, as a medicinal drug, but a supposedly cure-all in China. For this reason the entire North Carolina supply, which is relatively small, eventually ends up in China.

Recently the press of the State carried a story about a record breaking ginseng root—one and one-fourth pounds—found near Asheville. An Asheville dealer purchased the root for \$12.50 and sold it in New York for \$40.00. Shipped to China, the root will bring an extraordinarily high price, even in this poverty-ridden country.

Here is the account of the record ginseng root, as published by the Asheville *Citizen*, the Greensboro *Daily News*, and other papers:

There's gold in them thar hills—and the mountain people of Western North Carolina are digging it up in the form of wild ginseng roots.

They spend many a Sunday afternoon looking for these roots as a means of supplementing the income from their small farms. Like many of his neighbors J. R. Mundy, of Reems Creek, has his favorite and "secret" spots to hunt. His last diggings uncovered this area's champion—a root weighing one and a quarter pounds and believed, because of its size, to be at least 100 years old.

Mundy's afternoon search netted him \$12.50, having sold the root to a local herb dealer. The local dealer sold it for \$40 to a New York firm and the root is now on its way to a Hong Kong China, auction. "Once in China there is no telling what price a root of this size will bring," said Robert A. Blustein, the New York dealer. It is the largest he had seen in 10 years of buying and selling ginseng.

In China, if a man is at death's door a little ginseng tea will keep him alive for a day or two so he can straighten up his affairs. Opium smok-

ers use it for "hangovers." It is believed to prolong life—and even to restore it.

The American men of science think little of the ginseng as a medicine—but in China it is a "cure-all." Large, old ones like Mundy's specimen are often preserved and worshipped as gods. In fact, Blustein predicts that this particular root—for a "fabulous" price—will find its way into some rich man's home, its very presence supposed to ward off all illness to the household.

Ginseng is found only in China and North America, growing on wooded hillsides. About 50,000 pounds are dug each year, over half of this being found in Western North Carolina, parts of Kentucky, Tennessee, and Virginia. The plant ranges from eight inches to two feet in height, consisting of several stems with three clusters of leaves on each. In the Fall it bears small red berries which drop and bury themselves in the ground to produce more ginseng—but it takes at least seven years for the roots to become large enough for digging.

The average root on the market today is two to four inches long and about one-half to one inch in thickness. It has many branches, often taking shapes similar to the human fingers.

There is no judging of the root by the plant. Small, short stemmed plants often have large, old roots and enormous plants often reveal tiny roots too small for selling. The ones too small for the market are brewed by the mountain women for a "health tonic."

Blustein says ginseng can be cultivated, although the wild root brings a higher price. He has offered to get the seed for any farmer who has the land to try it and says the price today, for the cultivated variety, ranges from \$7 to \$16 a pound.

Frank S. Goodrum Improved

Friends of Frank S. Goodrum, president of the Greensboro Drug Circle, will be glad to know that he is well on the road to recovery after a serious illness.

Squibb Representatives in Accident

An auto accident on Nov. 23 near Sanford hospitalized two Squibb representatives—R. E. Weathers of Durham and Pete Oliver of Atlanta. Oliver received a deep cut on his head and suffered considerably from loss of blood; a dislocated shoulder was the main extent of Mr. Weathers' injuries. Both men have been discharged from the hospital.



BEAUTY CONSULTANTS—Shown above is the latest group of young salesladies to be granted certificates as "Beauty Consultants" by the Cosmetic School of Beauty Fashion. Appearing in the group are the following: Mrs. John D. McInnis, West End; Miss Elaine Fries and Mrs. Guy Culbreth, Winston-Salem; Miss Sue Moss and Miss Theresa Lee Sykes, Burlington; Miss Geraldine Helms, Albemarle; Mrs. Ross Pittman and Mrs. Thomas Cameron, Sanford; Mrs. Wilma Dail and Miss Irene Jethro, Elizabeth City; Miss Winifred Avery, Greenville; Mrs. Allie Byrd and Mrs. Clea Patterson, Lumberton; Miss Rachel Virginia Collins and Miss Dorothy Nell Thompson, Rocky Mount; Mrs. Clarence Tucker, Greensboro, and Miss Lillian Traub, New York.

Mrs. Ross Pittman, an employee of Rimmer's Drug Store, Sanford, made the highest grade on the examination.

"THE SEAL OF SATISFACTION"



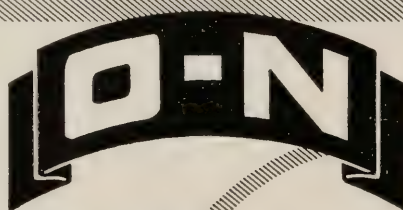
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\$ 2.80
DOZEN
2 BONUS

AT YOUR WHOLESALE

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SALISBURY, NORTH CAROLINA



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Form
reall
doe
the
world

\$2.80
2 Bon

RETA

35

Suggesting Other Items Adds to Volume and Profit

By the O-N Ad Man, J. C. B.

“I’m so glad you reminded me. We’re almost out of tooth paste.” This might be a typical reply to a casual suggestion by a drug store sales person.

Suggestive selling must of course be handled most tactfully. The sales person should reflect a sincere interest in the welfare of the customer. High pressure should always be avoided.

Opportunity is offered in the sale of related merchandise. Further opportunity is provided in acquainting the customer with new lines and with old items that have been improved.

When you sell a bottle of O-N FOR COLDS, you are actually doing the customer a favor by suggesting a packet of O-N COLD TABLETS. They belong together and a few words from the sales person can not only add to volume but actually favor the customer with maximum comfort during the period of cold distress.

Place extra emphasis on suggestive selling in your store. Results are well worth the effort.

Newspaper Cites Interesting Career of Judge Bowman

The Chapel Hill *Weekly* recently ran an interesting article about Attorney F. O. Bowman, which we reprint in its entirety, knowing that many of Mr. Bowman's friends throughout the State will recall some of the incidents which Bill Kellam, the writer, made a part of his personality sketch.

Few people know it, but one of the four allegedly most powerful men in the state lives in Chapel Hill. He is Judge F. O. Bowman, executive secretary of the North Carolina Bottlers Association and the legal consultant for the North Carolina Pharmaceutical Association.

The judge found out about his power last April when Governor Scott verbally blasted the "third house" which he said was composed of Mr. Bowman and three other lobbyists. Scott claimed that this quartet possessed more power than he did.

Mr. Bowman was very surprised to learn of his influence. He did know almost every legislator at the past session but he didn't know—until Scott told him—that he was doing anything other than advising the state law makers of the effects on the bottling industry and drug store business of proposed legislation concerning these two industries. It's not surprising that the judge knows so many solons, for he's missed only 10 days of legislative sessions since he started attending them in 1921.

The judge isn't really a judge, but he's been known by that title since 1919, when he presided over the University Law School's first moot trial. Bowman finished law school in 1921 and immediately became the executive secretary of the North Carolina pharmacists, a position he relinquished in 1938 when he assumed the same duties for the bottlers. The judge is still general counsel for the pharmacists.

"Lobbying" is only a small part of Mr. Bowman's duties. He spends most of his time traveling to every nook and cranny of the state which possesses a bottling plant or drug store to see how the businesses are coming along and to talk over any legal problems which they might have.

In fact, Mr. Bowman has spent so much time on the road that he's traveled far enough to make a round trip to the moon—even though the moon has no drug stores or bottling plants—and then go halfway back again—a total of 600,000 miles. The judge has used 12 cars during all this rid-

ing. He still avers that he's not a traveling man, though.

These trips have taken him repeatedly into each of the state's 100 counties. Mr. Bowman has slept in 320 different North Carolina sleeping places, including his Chevrolet convertible during one rainy night 20 years ago. Bowman had left Fairmont one Saturday night and had started home. Unfortunately, he got involved in a torrential rain-storm between Fairmont and Maxton and his motor conked out.

The judge had no flashlight, and since it was dark as pitch, he could do nothing but curl up on the front seat and ride out the storm. The sunlight awakened him the next morning. The first thing he saw was an Indian's house about 20 yards away. The Indian fixed the car and the judge got home all right.

Mr. Bowman has slept in everything from luxurious hotels to double beds (which he's shared with strangers) in shabby rooming houses. He's slept on and under everything from inner-spring mattresses to feather ticks, which felt mighty good to him in the freezing mountain air. Wandering about the less urban sections of the state has had its recreational advantages, though, for he



F. O. BOWMAN

has often interrupted his business to go fishing with his clients.

Mr. Bowman's work has brought him into contact with some unusual people and customs. One mountaineer druggist who didn't believe in brooms covered his store floor with fine wood shavings. These supposedly absorbed the dirt which people and animals tracked in. Only when the debris got ankle deep would he shovel it out.

A session of the legislature some years ago saw a bill introduced to restrict the sale of noxious drugs. Mr. Bowman recalled that during the debate over it, one old mountaineer jumped up and berated his fellow solons for wanting to prohibit the sale of paregoric. The old-timer claimed that without paregoric, he wouldn't be able to treat his children when they took sick. Formerly, when they started ailing, he'd been giving them three or four spoonfuls of the stuff. Soon they'd be asleep. Bowman wasn't surprised at the drug's effectiveness. He was more surprised that the children ever woke up, for the old man had been giving them a dose big enough to quiet several men.

The judge is one of 13 children who live all over the country and are engaged in almost 13 different professions. His father is a former member of the Berea College, Kentucky, faculty and still lives there. The elder Bowman is a hardy soul who used to leg it 27 miles to school every week, return-

ing home on the weekends. He had to walk because the mountains he lived in had few buggy roads and no cars in those days.

Chapel Hill and the University have always been dear to the judge's heart. That's why he came here to law school, after his graduation from Berea in 1914 and later serving in the Army during World War I. And that's why the judge and the Bottlers Association headquarters will remain here till death do them part.

H. C. McAllister Addresses Greensboro Drug Circle

The regular meeting of the Drug Circle was held on October 14th. Roger A. McDuffie, vice-president of the club, presided. Feature of the program was a talk by H. C. McAllister on Federal Food and Drug Administration laws pertaining to refilling of prescriptions. Mr. McAllister also spoke about the North Carolina State Drug Laws as applied to the refilling of prescriptions for drugs with a caution legend. Greensboro druggists were well represented at the meeting and each one appreciated the information given by Mr. McAllister.



Reaco B-Complex with C Tablets

\$20.00 Doz. 100s

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Pyridoxine HCl (B6) 10 mg. Tablets

\$2.75 per 100

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Apothecary Shop, Elizabeth City, N. C.
Ashland Camera Shop, Ashland, Va.
B & M Drug Co., Crewe, Va.
Basarts Drug Store, Greenville, N. C.
Baxter's, New Bern, N. C.
Bells Drug Store, Greenville, N. C.
Boyd's Camera Shop, Fayetteville, N. C.
Brame Drug Store, N. Wilkesboro, N. C.
Bunch Drug Store, Goldsboro, N. C.
Butler & Carroll Drug Co., Dunn, N. C.
Bynum's Drug Store, New Bern, N. C.
Campbell Pharmacy, Hamlet, N. C.
Carolina Rexall Store, Wadesboro, N. C.
Clark's Pharmacy, Williamston, N. C.
Coleman Walgreen Agency, Jacksonville, N. C.
Connell's Drug Co., Henderson, N. C.
Culpepper Book Store, Culpepper, Va.
Dameron Drug Store, Tabor City, N. C.
Davis Pharmacy, Williamston, N. C.
Day's Drug Store, Spruce Pine, N. C.
Edwards Drug Store, Wake Forest, N. C.
Edwards Pharmacy, Ayden, N. C.
Emporia Drug Co., Emporia, Va.
Evans Pharmacy, Dillon, S. C.
Everington Drug Store, Laurinburg, N. C.
W. B. Fearing, Manteo, N. C.
Fox Drug Co. Inc., Rockingham, N. C.
Fremont Drug Co., Fremont, N. C.
Goldsboro Drug Co., Goldsboro, N. C.
Hall Drug Co., Scotland Neck, N. C.
Haney's Pharmacy, Waynesboro, Va.
Hilton Pharmacy, Hilton Village, Va.
Hobby Center, Newport News, Va.
Homes Pharmacy, Bowling Green, Va.
H. R. Horne & Sons, Fayetteville, N. C.
Howell Drug Co., Raeford, N. C.
Hughes Drug Co., Ashland, Va.
Jay Bee Drug Co., Dillon, S. C.
Johnson Drug Co., Smithfield, N. C.
Jones Drug Co., Franklin, Va.
Jones Pharmacy, White Stone, Va.

Lenoir Drug Store, Lenoir, N. C.
Lincoln Cut Rate Drugs, Inc., Lineolnton, N. C.
Louisa Drug Co., Louisa, Va.
Matthews Drug Co., Roanoke Rapids, N. C.
McIntyre Drug Co., Dillon, S. C.
Miller's Camera Shop, Williamsburg, Va.
Mineral Drug Store, Mineral, Va.
Mitchener's Pharmacy, Edenton, N. C.
Montgomery Drug Co., South Hill, Va.
Morehead City Drug Co., Morehead City, N. C.
Nansemond Drug Co., Suffolk, Va.
Parker's Drug Store, Henderson, N. C.
Pettus Garland Drug Co., South Hill, Va.
Ragsdale Studio, Chase City, Va.
Ramseur Pharmacy, Ramseur, N. C.
Red Springs Drug Co., Red Springs, N. C.
Rice's, Kilmarnock, Va.
Ricks Drug Co., Rocky Mount, N. C.
Ricketts Drug Store, Orange, Va.
Ridenour Studio, Fayetteville, N. C.
Rock Drug Co., Valdese, N. C.
Rosemary Drug Co., Roanoke Rapids, N. C.
Scotland Drug Co., Laurinburg, N. C.
Louis Selig, Elizabeth City, N. C.
Selma Drug Co., Selma, N. C.
Souder's Pharmacy, Fayetteville, N. C.
Spencer Drug Co., Blackstone, Va.
E. M. Stratton, Gordonsville, Va.
Wakelon Drug Co., Zebulon, N. C.
Ward Drug Company, Nashville, N. C.
Warren's Drug Store, Greenville, N. C.
Warsaw Drug Co., Warsaw, N. C.
Watkins Wood Drug Co., Emporia, Va.
White's Pharmacy, Hilton Village, Va.
Windsor Pharmacy, Windsor, N. C.
Woolard's, Henderson, N. C.
Zoeller Drug Co., Tarboro, N. C.

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For every member of family

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For every member of family

Medical care (non surgical) hospital and home

All this is available to your employees on the pay roll deduction plan, on the following premium paying basis.

1. The employer pays entire premium which is deductible as business expense from income taxes.
2. The employer pays part of premium. That part which he pays is deductible as business expense from income taxes.
3. The employee pays it all, in which event employer may not deduct from income tax.

This is employee-employer goodwill relation.

It costs nothing to inquire. Every drug store member of the N. C. P. A. is eligible for this service.

Premiums payable monthly, quarterly, semi-annually or annually.

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F. W. SARLES, State Manager

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GREENSBORO, N. C.

AGENCY REPRESENTATIVES:

R. J. GOLDEN, MRS. J. E. FERGUSON, LUCAS ABELS

Districts 3 and 9 Meet

Two District meetings—one in Mount Airy (District 3) on October 26 and another in Smithfield (District 9) on November 17—have been held as a part of the Association's fall program. Both meetings started with a dinner at 6 P.M. and concluded with a business session ending at 10 P.M.

W. S. Wolfe, of Mount Airy, was chairman of the District 3 meeting and introduced the mayor of his city, the Honorable W. F. Carter, Jr., who delivered the address of welcome. An excellent dinner followed by talks by President Jackson and Secretary Smith, and a screening of Owens-Illinois movie, "Towards Better Pharmacy," comprised most of the program. An open forum discussion on current topics of interest to the District members closed the session.

J. G. Abernethy, District 3 president from Elkin, presided during the business session.

Mr. Wolf and the Mount Airy pharmacists handled the meeting very nicely. The five pharmacies of the city pooled their prize gifts and presented a handsome box of candy to each lady in attendance. The ladies held a separate meeting following conclusion of the dinner party.

W. R. McDonald, Jr., president-elect of the NCPA, and Paul Gamble, NCPA first vice-president, were present as guests from Districts 2 and 4.

District 3 officers for the coming year

were elected. They are: W. S. Wolfe, Mount Airy, president; George Royall, Elkin, vice-president; and Oscar Smith, Pilot Mountain, secretary-treasurer.

James L. Creech, of Stallings Pharmacy, was in charge of local arrangements for the Smithfield meeting. C. H. Beddingfield, District 9 president from Clayton, presided during the business session.

The program was almost an exact duplicate of the Mount Airy meeting with the exception of an excellent talk by W. L. West of Roseboro, who discussed: "Repellents & Larvicides for the Screw Worm." Smear 62, a U. S. Dept. of Agriculture formula used in the control of screw worms, has been difficult to obtain lately. Mr. West's original formula, which he prepares in his drug store, was outlined in detail. Later, we plan to publish a paper on this subject.

T. J. Ham, Jr., Chairman of the Building Committee of the N. C. Institute of Pharmacy, spoke briefly of his Committee's plans to erect the Institute in Chapel Hill early next year. Purchase of suitable property for the Institute had been authorized by the Association's Executive Committee, of which Mr. Ham is a member, just a few hours in advance of the District meeting.

Through the courtesy of President Beddingfield, each lady attending the meeting received a corsage of fall flowers. A birthday cake, brought to the meeting by Mr. and Mrs. T. J. Ham, Jr., of Yanceyville, was presented to Secretary Smith, who happened to be passing the 38th mark on November 17th.

A slate of District 9 officer-nominees was selected at the conclusion of the meeting. They are: President, B. R. Ward, Goldsboro, and B. P. Woodard, Princeton; Vice-President, R. J. Darden, Clinton, and B. C. Sheffield, Jr., Warsaw; Secretary-Treasurer, W. T. Glass, Jr., Wilmington and G. P. Johnson, Jacksonville. Election will be by mail ballot.

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Richmond, Va.



SCHOOL OF PHARMACY, UNIVERSITY OF NORTH CAROLINA, 1911-1912

Students in Pharmacy, 1911-1912

There were 24 students in the first year pharmacy class at the University of North Carolina in 1911-12; nine students in the second year class. The first year class is pictured below; the two combined classes on the opposite page.

Miss Alice Noble, with the cooperation of Messrs. Thomas H. May of Wake Forest and Jeff Whitehead of Enfield, have identified the students appearing in the two pictures. Incidentally, in this connection, Miss Noble knows all of the students who attended the School of Pharmacy for the first twenty-three years with the exception of eighteen individuals—and she is determined to trace these still to be identified persons before she calls the job finished.

The students appearing on the opposite page have been identified as follows:

1. E. V. Kyser, Rocky Mount
2. Herman H. Boon, Benson
3. C. B. Rheinhardt, Asheville
4. J. N. Stinson, Winston-Salem
5. Thomas H. May, Wake Forest
6. Claudius McGowan, Greenville
7. Charles Lee Cox, Warsaw
8. L. R. Wilson, Gastonia
9. Leon Smith, Kannapolis
10. Roger D. Sanford, Lumberton
11. Ralph P. Rogers, Durham
12. Ira W. Hine, Old Town
13. Frank G. Fetzer, Wadesboro

14. A. Grady Webb, Chapel Hill
15. Frank H. Lunn, Winston-Salem
16. W. O. Smith, Arlington, Va.
17. J. Moseley Chestnutt, Clinton
18. W. deB. MacNider, Chapel Hill
19. E. V. Howell, Chapel Hill
20. R. A. Hall, Chapel Hill
21. V. Chrisler, Chapel Hill
22. J. D. Whitehead, Jr., Enfield
23. K. E. Bennett, Bryn City

Notice

To the Class of 1917-'18: If you have a class picture available, please loan to CAROLINA JOURNAL OF PHARMACY. Copy will be prepared and original returned to you. This is the only class picture we do not have from 1900 through 1923.

PDC's Receive Gift

One of the charter members of the local chapter of Phi Delta Chi at Chapel Hill—Mr. W. A. Ward of Swannanoa—has presented a handsome leather covered couch for use by the boys at the PDC House. And its arrival couldn't have been better timed—the day before Thanksgiving.

Mr. Ward and W. R. McDonald, Jr., of Hickory, another strong supporter of the PDC's, have presented a number of pieces of furniture to the local chapter since the PDC's purchased their own home about two years ago.



U. N. C. PHARMACY STUDENTS—1911. (1) C. L. Cox, Warsaw; (2) H. H. Boon, Benson; (3) J. G. Beard, Chapel Hill; (4) T. H. May, Wake Forest; (5) W. O. Smith, Arlington, Va.; (6) A. S. Cassell, Raleigh; (7) W. L. Futrelle, Wilmington; (8) E. V. Kyser, Rocky Mount; (9) L. H. Winstead, Wilson; (10) Leon Smith, Kannapolis; (11) L. R. Wilson, Gastonia; (12) E. F. Rimmer, Sanford; (13) F. H. Lunn, Winston-Salem; (14) I. W. Hine, Old Town; (15) R. P. Rogers, Durham; (16) R. D. Sanford, Lumberton.

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December Dividends!



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ANOTHER REASON WHY



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Marriages

Miss Sarah Rachel Wilson, daughter of Mrs. G. D. Wilson and the late Mr. Wilson of Asheville, was married to William B. Van Valkenburgh, son of Mr. and Mrs. J. F. Van Valkenburgh of Asheville, November 24, at the West Asheville Baptist Church.

The bride and bridegroom are graduates of Lee Edwards High School. Mr. Van Valkenburgh served two and a half years in the Marines and is now a student in the School of Pharmacy at the University of North Carolina.

Deaths

Mrs. Johnnie Wilburn Bennick, of Charlotte, died suddenly of a heart attack on November 16th in Wytheville, Virginia, while en route to Huntington, West Virginia.

Mrs. Bennick, a native of Charlotte, is survived by her husband who is Vice-President of Scott Drug Company, and one son, James Edward, a senior pharmacy student at Chapel Hill.

Funeral services were held in Charlotte on November 18th.

Clifford V. Davis, age 50, was found dead in his room at the Willow Hotel, Mount Airy, on November 29th. The county coroner attributed his death to a heart attack.

A native of Southport, Mr. Davis had been associated with Turnmyre's Drug Store for more than 12 years. He was licensed as a pharmacist in the State in 1921 following graduation from the U. N. C. School of Pharmacy.

T. B. FEARRINGTON

T. B. Fearrington, of Denton, died November 7th of a heart attack. At the time of his death he was an employee of the Denton Drug Store. For many years he was associated with Joe Hern of Valdese in operating Peoples Drug Store.



**Merry
Christmas!**

The makers of new Pal Hollow Ground Injector Blades in the magazine dispenser . . . and improved Pal Hollow Ground Double and Single Edge Blades in the new Zipak . . . wish you a Merry, Merry Christmas! We of Pal sincerely hope it's your Merriest Christmas ever!

"Pal's the Blade It Pays to Push"

INJECTOR BLADES



**DOUBLE,
SINGLE
EDGE**

in ZIPAK

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No Breakage—Easier Handling!



**EVANS Ready-to-Use
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Now Available In

3-Pt. Throwaway Tins

Also in gal. glass jugs. Ask your service wholesaler. E. B. EVANS CO., Phila. 33, Pa.

For sixty-four years

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SEEMAN

OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its thirtieth volume, and the first printed copy was "Seeman printed."



The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

Meeting of the Board of Pharmacy

License Revoked

The North Carolina Board of Pharmacy held a special meeting in Chapel Hill, on October 31, 1949, for the purpose of considering disciplinary action in the case of several pharmacists. Three cases were reviewed at this time. The license of one pharmacist was revoked as a result of his excessive indulgence in alcoholic beverages, the license of the second was withheld indefinitely as a result of addiction to barbiturate drugs and indulgence in alcoholics, and the license of the third was continued, pending further investigation of his alleged narcotic drug addiction.

In considering the actions outlined above, it was the feeling of the members of the Board that the public health and safety could not tolerate any conditions which so influence the mental faculties of a pharmacist that he would endanger the lives of the community in which he was located.

Pharmacy Law Revisions

For a number of years the Board has been aware of some inadequacies in our pharmacy law, and particularly as they relate to standards of ethical practice. As a result of this situation, some conditions have arisen for which there are no legal remedies at present.

A review of our basic pharmacy law reveals that certain conditions which have materialized today were not anticipated at the time this law was written, and when applied to these conditions, the law becomes inadequate. The Board, therefore, has undertaken a study of a complete revision of our pharmacy laws, the result of which will be presented to the Association before it is offered for introduction to the legislature. In this connection pharmacists in the State are invited to communicate any ideas which they might have in connection with pharmacy law revision to the Secretary of the Board so that an effort might be made to incorporate these ideas in any new law which might be written.

Executive Committee Meets

J. C. Jackson, President of the N. C. Pharmaceutical Association, Lumberton; J. Paul Gamble, Monroe; T. J. Ham, Jr., Yanceyville; and W. J. Smith, Chapel Hill—all members of the N. C. P. A. Executive Committee—met in Smithfield, N. C. on November 17th.

The Committee, after discussing a resolution adopted by the Institute of Pharmacy Building Committee on November 9th, authorized Secretary Smith to purchase for \$12,000.00 property located in Chapel Hill on the corner of Church and West Rosemary Streets as a site for the Institute of Pharmacy building. The Committee instructed Secretary Smith to have title to the property investigated and a survey of the land made before assuming ownership.

Secretary Smith told the Committee of his long search for suitable property on which to locate the Institute, and stated that, in his opinion, the property fronting on Church (163 feet) and West Rosemary (197) Streets

would best meet the needs of the Association and the Board of Pharmacy for a headquarters building.

Before adjourning, the Committee agreed on the next recipient of "The Mortar & Pestle Award," with details to be announced later. The first award went to Mr. E. W. O'Hanlon of Winston-Salem; the second (1949) to Clyde Eubanks, Chapel Hill.

Christmas Tree

Legends dealing with the origin of the use of the Christmas tree go as far back as the 10th century when George Jacob, the Arabian geographer, declared that all of the trees in the forest blossomed and bore fruit the night of our Lord's nativity.

It is believed that Jacob's story might have led to the later custom of hanging apples and fruit on the evergreen tree, and, as is the habit in certain parts of Europe, of using a blossoming cherry sapling in the home as a Christmas tree.



Lance

The Best
Peanut Butter
Sandwiches
Peanuts
Candies
and Other
Bakery Products

POWERS-TAYLOR DRUG COMPANY

Richmond, Va.



Wholesale Druggists

Importers & Jobbers

Druggists' Sundries & Fancy Goods



We solicit your orders

Our experience of over 70 years

insures our ability to serve you
satisfactorily

Antihistamine Cold Stoppers

Dr. Frank Harder, Durham County health officer, says the new antihistamine drugs advertised as sure cold preventives may be pretty good against stopping a running nose or watery eyes, but beware of their secondary effects.

These secondary or side reactions, Dr. Harder pointed out, may not only be unpleasant, but downright embarrassing. A dizzy sensation and drunk feeling may be part of the drug's after effects, the health officer said. The drugs also produce drowsiness and lessen co-ordination, often causing the user to stagger about.

Because of the secondary effects of the drugs, users should take the drug cautiously and see what effect it has before taking larger doses, Dr. Harder advised. It is best to take the drugs while resting at home or before going to bed, he said.

Too much driving or walking about may lead to a serious accident, Dr. Harder further cautioned.

Dr. Harder also warned against mixing the drugs with alcohol. "You might get a combination of effects that would knock you for a loop," he said.

[Teague Honored by Asheville Club

Mose F. Teague, Eli Lilly Medical Service Representative in Buncombe County, was highly commended for his service to the community by members of The Asheville Drug Club at their October 14th meeting.

Mr. Teague is Dean of the Asheville Drug Travelers and is scheduled to be retired by his firm next August. As a token of their high regard for him, Eli Lilly & Company has presented Mr. Teague with a gold pocket watch and a golden chain.

A musical entertainment program and group singing completed the night's get-together at the Langren Hotel.

Approximately 30 members and visitors attended the meeting. Visitors were F. J. Lail of Southern Dairies, W. L. Buhmann of Eckerds and A. D. Pollard of Pangburn Candy Company.

Plans for the Club's Annual Christmas Party will be announced at the next meeting.

*Pine State Ice Cream
is uniformly
nutritious - a high
quality Ice Cream
at all seasons
of the year -
North Carolinians
ask for it!*

RALEIGH, NORTH CAROLINA

Personalities No. 12

(Pictures on Page 664)

W. L. WEST

Roseboro

Born in Sampson County, November 23, 1903; attended Wake Forest College; a graduate of the U. N. C. School of Pharmacy (1925); licensed as pharmacist in State same year; following graduation, worked as pharmacist with D. W. Tart, Roseboro, until 1939, then as co-owner in partnership of Tart & West, Roseboro; obtained full ownership of same firm 1946; member of NCPA, Phi Delta Chi (charter), NARD, Rotary (past president), Masonic Order, past president NCPA District 9, chairman local boy scout committee, ex-member local school board and city council; member of Baptist Church (Deacon).

D. W. TART

Roseboro

Born in Sampson County, October 8, 1882; attended U. N. C. School of Pharmacy and licensed as pharmacist in the State 1906; served apprenticeship with Hood & Grantham, Dunn, N. C.; established drug business in Roseboro in November, 1908, and formed partnership with W. L. West (Tart & West) in 1939; retired from active business, Jan. 1, 1946; farmer, Rotarian, member of the NCPA and Board of Trustees of Pineland College, Salemburg, N. C.; Deacon Baptist Church for 35 years.

LEON I. GRAHAM

Roseboro

Born in Robeson County, December 29, 1927; a graduate of the U. N. C. School of Pharmacy (1948) and a licensed pharmacist (Feb., 1949); obtained practical experience at Tart & West, Roseboro, with W. L. West; now an employee of Tart & West, Roseboro; member of Baptist Church.

C. LOUIS SHIELDS

Wallace

Born Culberson, N. C., July 30, 1922; a graduate of the U. N. C. School of Pharmacy (B.S. in Pharmacy, 1943) and a licensed pharmacist in the State (1943); obtained practical experience with Mauney Drug Company, Murphy, and Dees Drug Store, Burgaw (3½ years) since 1947 associated with Wallace Drug Company, Inc., as pharmacist, manager and stockholder of the firm; member of the NCPA, Junior Chamber of Commerce (past president), NARD, Wallace Lions Club, Wallace Masonic Lodge No. 595, Wallace Associates and Presbyterian Church.

WILSON KNOWLES LEWIS

Mount Olive

Born Mount Olive, N. C., October 5, 1919; received drug store experience under father, W. E. Lewis, in Mount Olive; attended Wake Forest College, 1936-1937, and graduated from the U. N. C. School of Pharmacy in 1941; licensed as a pharmacist in the State same year; following graduation became associated with father in the management of Lewis Drug Company, Mount Olive, and following death of father in 1944, has been manager of the drug concern; member of the

NCPA, Mount Olive Building & Loan Association, Chamber of Commerce, Rotary Club (Board of Directors), U. N. C. Alumni Association, and the Baptist Church (Deacon).

JOHN A. BETTS

Lumberton

Born Ocean View, Delaware, Sept. 4, 1883; a graduate of the Philadelphia College of Pharmacy & Science (P.D. degree in Pharmacy in 1906); a licensed pharmacist of Pennsylvania and North Carolina (1913); a former employee of James P. Stowe & Company (1912); Jackson Pharmacy, Hendersonville; St. Pauls Drug Company, St. Pauls; Everingtons Drug Store, Laurinburg; McMillans of Lumberton; now employed by Hedgpeth Pharmacy, Lumberton; Member of the NCPA and the Presbyterian Church.

BEN F. ROGERS

Fair Bluff

Born Fair Bluff, N. C., July 5, 1892; attended high school at Fair Bluff and Buies Creek College; retail drug experience includes Floyd Anderson Drug Store, Fair Bluff (7 years); Harrelson Pharmacy, Tabor City (6 months); Dickson Drug Store, Manning, S. C. (3 years); Central Drug Store, Florence, S. C.; owner and manager of Rogers Drug Store since January, 1927; a Mason (Lodge 190); a Baptist; an Associate Life Member of the NCPA and a past member of the Town Board of Fair Bluff.

B. F. McMILLAN, JR.

Lumberton

Born Robeson County, N. C., May 31, 1890; attended Davidson College three years; also attended University of Maryland School of Pharmacy, 1913-1914, and Page's School of Pharmacy, 1915; licensed as pharmacist in State, 1915; a former employee of J. P. Stowe & Company, Charlotte, and later a member of the firm of Grantham Drug Company, Lumberton; served in World War I and held rank of Sergeant at time of discharge; past commander Lumberton Post 42, American Legion; past master St. Albans Lodge 114 A. F. & A. M.; member S.A.E. Fraternity; deacon First Presbyterian Church; served three terms as Sheriff of Robeson County; four years as Postmaster, Lumberton; now clerk of Superior Court of Robeson County.

L. L. ROUSE

Fayetteville

Born Seven Springs, N. C., Oct. 8, 1910; a graduate of the U. N. C. School of Pharmacy, Class of 1933; formerly an employee of Baucom Pharmacy, Apex (now Goodwin's Pharmacy) and Boone-Iseley Drug Company, Raleigh; now manager of Benders Drug Store, Fayetteville; member of NCPA, Fayetteville Lions Club and Presbyterian Church (Deacon).

JOHN F. RHEM

Wilmington

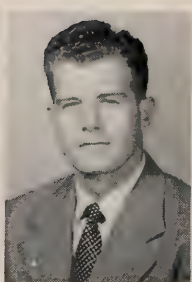
Born Weldon, N. C., December 23, 1916; a graduate of John Graham High School, Warren-ton; first drug store experience at Hunter Drug



W. L. WEST
ROSEBORO



D. W. TART
ROSEBORO



L. I. GRAHAM
ROSEBORO



G. L. SHIELDS
WALLACE



W. K. LEWIS
MOUNT OLIVE



J. A. BETTS
LUMBERTON



B. F. ROGERS
FAIR BLUFF



B. F. McMILLAN, JR.
LUMBERTON



L. L. ROUSE
FAYETTEVILLE



JOHN F. RHEM
WILMINGTON



W. C. BRANTLEY
WILMINGTON



LEROY LANIER, JR.
WALLACE



R. E. BULLARD
FAYETTEVILLE



L. E. BUNCH
GOLDSBORO



T. W. RUSSELL
GREENSBORO



R. M. MERRING
CLINTON

Company, Warrenton; later employed at Boyce Drug Company, Warrenton; T. E. Holding & Company, Wake Forest; Griffin Drug Company and Roanoke Pharmacy in Roanoke Rapids; a graduate of the U. N. C. School of Pharmacy (June, 1948) and a licensed pharmacist of the same year; since graduation has been employed by Toms Drug Company, Wilmington; member of NCPA, A.Ph.A., Phi Delta Chi and Methodist Church.

WILLIAM C. BRANTLEY
Wilmington

Born Raleigh, N. C., March 10, 1921; prior to service in World War II, studied pre-medical course at Wake Forest (1940-1943); graduated from U. N. C. School of Pharmacy 1948; received training with father at Brantley & Son, Inc., Raleigh; licensed as pharmacist in 1949; now employed at Standard Pharmacy, Wilmington; member of NCPA, Kappa Psi and Baptist Church.

LE ROY LANIER, JR.
Wallace

Born Wallace, N. C., March 3, 1924; a graduate of the U. N. C. School of Pharmacy (B.S. degree in Pharmacy 1949) and a licensed pharmacist of the same year; a former employee of Bender's Drug Store, Fayetteville; now an employee of Gowan's Drug Company, Wallace; served in World War II for three years and held rank of Pharmacist Mate first class at the time of discharge; member of Masonic Lodge, Wallace 595; Wallace Junior Chamber of Commerce, the N. C. Pharmaceutical Association and Presbyterian Church.

R. E. BULLARD
Fayetteville

Born Roseboro, N. C., May 21, 1914; drug store experience with D. W. Tart, Druggist (now Tart & West, Roseboro); a graduate of the U. N. C. School of Pharmacy (B.S. in Pharmacy, 1937); now associated with Benders Drug Store, Fayetteville, as pharmacist; member of the NCPA, Junior Order, Civitan Club, City Board of Education (Trustee for city schools), and Hay Street Methodist Church; Secretary of Sunday School Class.

LUTHER ELMO BUNCH
Goldsboro

Born Edenton, N. C., March 3, 1911; first drug store experience with Mitchener's Pharmacy, Edenton; during summer of 1932 was employed by Hufham's Pharmacy, Morehead City; a graduate of U. N. C. School of Pharmacy, Class of 1933, and a licensed pharmacist of the same year; in '33 was an employee of Eldridge's Drug Store, Greenville; in '34 purchased Aulander Pharmacy in partnership with J. C. Leary and later assumed complete ownership of firm, which he operated as Bunch's Pharmacy until 1939 at which time he sold the business to R. D. Outland; then followed employment in Kinston and Wilmington (Toms Drug Company); during war years operated Carolina Beach Drug Store; now the owner-operator of Bunch's Drug Store, Goldsboro; member of the NCPA and Phi Delta Chi.

THOMAS WAYNE RUSSELL
Greensboro

Born Randolph County, March 12, 1910; original drug store experience with Pee Dee Pharmacy, Wadesboro; attended School of Pharmacy at the University of N. C. and licensed as a pharmacist in 1940; then followed employment with Mann's Drug Stores, and Cecil's Drug Store, all of High Point; on December 11, 1942 entered service of Uncle Sam and received basic training at Camp Carson, Colorado; then followed training at the Laboratory Technical School at Fort Sam Houston, Texas, and assignment to Winter General Hospital, Topeka, Kansas, where he remained until discharged on October 20, 1945; returning to civilian life Wayne went to work for his brother, Rufus C., at the Elm Street Pharmacy, Greensboro, where he is now located; member of the NCPA and the Methodist Church.

RUFUS MCPHAIL HERRING
Clinton

Born Clinton, N. C., December 14, 1920; a graduate of the U. N. C. School of Pharmacy (B.S. degree in Pharmacy, 1943); with W. A. Morton and A. D. Richardson tied for high honors with average of 91 on Board of Pharmacy exams; retail employment with Butler's Pharmacy, Clinton, and Toms Drug Company, Wilmington; served with Army during World War II, first at Camp Barkeley, Texas, later as X-ray Technician with 33rd General Hospital (Italy) and the 61st Station Hospital; he reentered civilian life as pharmacist with Toms Drug Company, Wilmington; later he and Mr. E. Reid Toms formed partnership to operate Center Drug Company of Wilmington; now in partnership with M. O. Register at Register's Drug Store, Clinton; a member of the N. C. Pharmaceutical Association since 1944.

The Board of Pharmacy of the State of Florida was swamped with reciprocity applications following announcement that, effective August 2, all applicants for licensure in the State would be required to be graduates of a recognized, accredited college of pharmacy and would have to take the entire examination. Three meetings of the Board have been held during recent months in order to accommodate all applicants filing before the deadline. Within the past three months, 362 persons have received their certificates of registration—approximately the same number that ordinarily would be licensed by reciprocity in North Carolina in thirty years.

Some Tar Heels were successful during the exam period. These included James R. Casteel, Durham; Miss H. B. Collier, Asheville; Miss Shirley Hurwitz, Clinton; John C. Williams, Bessemer City; and William Doctor Merriman, Charlotte

Business Survey

Third Quarter 1949 vs. Third Quarter 1948

This report was compiled from data submitted by 89 member stores of The N. C. Pharmaceutical Association and is believed to be fairly representative of conditions existing in the drug field in the State during July, August and September.

Sales Increases

Number Reporting	Percentage
4.....	1%
7.....	2%
4.....	3%
6.....	4%
9.....	5%
2.....	6%
2.....	7%
2.....	8%
1.....	9%
1.....	10%
1.....	12%
1.....	15%
2.....	16%
1.....	26%
1.....	41%

44 pharmacies report average increase of gross sales of 6.5%.

Sales Decreases

Number Reporting	Percentage
4.....	1%
7.....	2%
6.....	3%
2.....	4%
3.....	5%
4.....	6%
4.....	7%
4.....	8%
1.....	9%
6.....	10%
1.....	12%
1.....	13%
1.....	15%
1.....	25%

45 pharmacies report average decrease in gross sales of 6.1%.

Comments

- Increase (26%) attributed to:
 - Reduced credit business.
 - Devoted more to advertising.
 - Sales meetings for clerks.
 - Emphasis on large and economy sizes.
 - Personal supervision over all.
 - Controlled buying on an established monthly basis.
- Up 19% for July . . . still 16% less than 1946.
- Polio in 1948 during 3rd quarter. We now remain open till 9 P.M.—in 1948 we closed at 7 P.M.
- Prescriptions holding fine.
- Up 5% for first 9 months . . . doubt if next 3 months will do as well.
- Business continues to be good . . . credit payments have been excellent this year.
- September showed the smallest increase.

Comments

- July was extremely slow.
- Sales in July off 28% due to closing of mfg. plants. August and September sales normal.
- July was off 20%; August was off 8%; Sept. off 0.8%.
- Lost this (7%) in July.
- July represented the largest decrease (15%); August ran only 0.2% less and in September we had about 6% decrease. Fountain sales accounted for most of the decrease.
- Loss developed in soda fountain department.
- Rains damaged our tobacco crop.
- Fountain down 15%; Rx's up 15%.
- Loss in gross sales attributed to decreased prices on Penicillin, antibiotic products.

According to a survey report released by *Chain Store Age*, chain drug store sales were off 2.7% in July; off 2.9% in August, and off 4.3% in September.

Based on a sampling of independent retail drug stores, the Department of Commerce reported sales for the month of September 1949 were 3% under September 1948. For the first nine months of 1949, the Department of Commerce reported, retail drug sales were 1% under the same period in 1948.



Best Wishes

for the

*Christmas
Season*

and the

New Year

SCOTT DRUG CO.

CHARLOTTE

DOINGS OF THE AUXILIARIES

Benefit Bridge Nets \$56.25

Reported by MRS. A. R. UPCHURCH

The Woman's Auxiliary of the Asheville Drug Club honored the officers of the Woman's Auxiliary of the N. C. Pharmaceutical Association from Western North Carolina with a tea on Friday, December 2nd, at the home of Mrs. Lloyd Jarrett, with Mrs. C. E. Bolinger, co-hostess.

Included in the receiving line were Mrs. W. A. Ward, of Swannanoa, State President; Mrs. Albert Chandley, State Secretary-Treasurer; Mrs. Beaman Pinner, State Hospitality Chairman; and Mrs. Edwin C. Brown, President of the Asheville Auxiliary. The officers were presented with dainty corsages of pink carnations.

Mrs. Brown conducted a brief business session. It was announced that \$56.25 was netted from the benefit bridge party held November 18th.

Mrs. Ward told of further plans for the State Auxiliary Cook Book, and said she hoped to receive more recipes from all over North Carolina.

Following the meeting, guests were invited into the dining room, where the table was beautifully decorated with an arrangement of greens and Christmas tree balls, centered with red candles.

Mrs. A. R. Upchurch poured coffee, and the hostesses served delicious sandwiches and cake.

Cook Book to Be Sponsored by Asheville Auxiliary

The Woman's Auxiliary of the Asheville Drug Club met November 4th in the Battery Park Hotel, with Mrs. Edwin Brown, president of the Club, presiding.

Mrs. W. A. Ward, of Swannanoa, president of the State Auxiliary, announced plans for the publication of a cook book. Net proceeds from the sale of the book will be used for a lounge in the Institute of Pharmacy building, soon to be erected in Chapel Hill.

A "Cook Book Committee" has been appointed to supervise publication and distribution of the book.

The Committee consists of Mrs. Edwin Brown, chairman, Mrs. Ed Nowell, Mrs. J. W. Harrison, Mrs. H. D. Crawford, Mrs. Steve Uzzell, Mrs. H. R. Laidlaw and Mrs. Lloyd Jarrett.

Mrs. Lester V. Moore was introduced as a new member.

A benefit bridge party, under the direction of Mrs. Lloyd Jarrett, chairman of the ways and means committee, was held at the Coca-Cola plant on November 18. Proceeds of the party will go to the Auxiliary's scholarship fund at the University of North Carolina.

Raleigh Auxiliary Plans Xmas Party

MRS. J. E. TREADWELL, *Reporter*

The Raleigh Woman's Drug Club met Monday evening, November 7, at Hawthorne Manor.

Mrs. W. Forrest Matthews, Jr., president, presided over the business meeting. Plans were made for the annual Christmas Party on December 10. Mrs. F. C. Handy is in charge of arrangements and committees for the affair.

Bingo was played during social hour and cream filled cup cakes and coffee were served by the following hostesses: Mesdames B. D. Arnold, Geo. F. Bryan, J. R. Brockwell, R. H. Alphin, John Buffaloe, H. W. Brege, G. H. Britt, and A. T. Baugh.

W. Forrest Matthews, Jr., Wm. S. Merrell representative, has had quite a long and unpleasant visit to the hospital. We are glad to know that Forrest is up and around again.

Among the loyal Tar Heels going to New York for the game were Phil and Mary Gattis. Phil turned out to be quite a fine cheer leader for the Old Alma Mater. Also Mr. and Mrs. B. D. Arnold, Wilmot Pharmacy, Raleigh, were among the morale builders for the Tar Heels.

Apothecary Club Contributes to Tuberculosis Drive

MARY DARLINGTON, *Reporter*

The Apothecary Club of Winston-Salem met November 3rd, with Mrs. E. W. Rollins at her home on Irving Street. Mrs. H. P. Ashcroft, Jr., was associate hostess. The presiding officer was Mrs. H. P. Watson, Jr., president of the Club.

The meeting was held in the new game room, which is most attractive and clearly shows all the work and ingenuity the Rollins and their four sons have put into it.

Mrs. Alice Kiger and Miss Ann Herberger were welcomed as visitors.

There were two new members, Mrs. J. P. Richardson of O'Hanlon-Watson Drug Company and Mrs. A. D. Mayes of Drug Specialties.

A contribution of \$5.00 was made to the Forsyth County Tuberculosis Drive.

Mrs. L. C. Lewis and the members of her group conducted a lively bingo game, making \$15.10 for the Scholarship Fund of the Woman's Auxiliary.

At the December meeting the Club will have their husbands as guests at a dinner party.

The hostesses served delicious pecan pie a la mode and coffee.

Mr. and Mrs. Jas. W. Tatum, 1149 West Fourth Street, have a daughter, Mary Ellington, born Sept. 15th. Mrs. Tatum is the former Mary Ellington and a 1944 graduate of the U. N. C. Pharmacy School.

Apothecary Club of Winston-Salem Meets

MARY DARLINGTON, *Reporter*

The Apothecary Club held its October meeting on the night of the 13th with Mrs. W. A. Gilliam hostess at her home on Brookstown Avenue. The presiding officer was Mrs. H. P. Watson, Jr., president of the Club.

Mrs. E. G. Green was welcomed as a new member. Mr. Green is manager of Eckerd's Drug Store, Winston-Salem.

A report of the rummage sale held recently showed \$30.00 added to the scholarship fund. Other plans for making money

were discussed and it was decided that each of the five groups would make \$15.

Mrs. Horace M. Du Bose, who recently returned from Greece where her husband was in Government service, was presented and gave a most interesting account of her travels and experiences in that country. She spoke particularly of what our Government is doing to help these unfortunate people.

At the conclusion of the program, Mrs. Gilliam served a delicious salad course and the members enjoyed a social hour.

Mr. and Mrs. A. L. Fishel are spending some time with relatives in Brevard. Friends will be happy to hear that Mr. Fishel shows marked improvement.

Mr. and Mrs. C. S. Brinkley have a son, C. S., Jr. Mr. Brinkley is with Bobbitts College Pharmacy.

Trust Officer Speaks to Charlotte Auxiliary

MRS. S. A. BEATY,

Corresponding Secretary

The monthly luncheon meeting of the Charlotte Woman's Druggist Auxiliary was held on Tuesday, November 8, in Efrid's Dining Room.

Mrs. H. L. Bizzell, the president, conducted the meeting, and the invocation was given by Mrs. J. E. Allen.

Mr. E. V. Mack, Assistant Trust Officer of the American Trust Company, was the guest speaker. Mr. Mack, introduced by Mrs. Bizzell, discussed "Estates, Trusts and Wills."

Following the program the president welcomed four new members: Mrs. Raymond Cobb, Mrs. Clyde Lisk, Jr., Mrs. W. A. Stephenson and Mrs. W. B. Hawfield. The business session included reports from committee chairmen and plans for a local project.

Mrs. Phillip Van Every, chairman of the Social Committee, announced that a benefit bridge party will be held in February, the date and place to be decided on later. She also told of plans for a tea to be given on the afternoon of December 13, at the home of Mrs. S. A. Van Every on Sunset Drive.

LIGHT STUFF

"I Et It"

We get this story direct from Clyde Eubanks, Chapel Hill druggist, so we can vouch for its accuracy:

Mrs. Eubanks was out in her car for an afternoon drive. Just beyond Carrboro a flock of chickens suddenly decided to cross the highway, one of which was unsuccessful, having been hit by the front wheels of Mrs. Eubanks' car.

Mrs. Eubanks inquired about the owner of the chicken, but failing to obtain the desired information, she continued on her way.

A few days later a colored man showed up in Eubanks Drug Store and told Mr. Eubanks: "Your wife hit one of my chickens with her car and killed it!"

"Yes," Mr. Eubanks said, "my wife told me about it. How much was the chicken worth?" The colored man replied, "A dollar would be about right."

Mr. Eubanks pulled out a dollar bill, handed it to the colored man, and as he was passing out the door, Mr. Eubanks asked, "By the way, what happened to the chicken?"

"I et it," the colored man replied, which goes to prove you can eat your cake and have it too!

This for the Ladies

You've seen the fancy hats (with fancy prices) the ladies are wearing these days. Some have feathers, some have fruits, but most look like they got their start in a florist shop.

All of which reminds us that Dr. Walter Hartung, a staff member of the U. N. C. School of Pharmacy at Chapel Hill, knows of a lady who was considerably embarrassed at a funeral which she attended.

It seems the lady had just purchased one of the latest and most fashionable hats, all complete with flowers and greenery. As she stepped up to the entrance of a funeral home, where she had gone to pay last respects to a departed friend, she was met by an attendant, who considerably took her hat, and much to her discomfort and embarrassment, gently placed it on the casket amid the lilies and the roses.

Internal Cultivation

A lady with a cold and hacking cough went to the movies. She reached in her medicine cabinet before she left for a box of cough drops and dropped the package in her bag. As always happens when one goes forearmed, she didn't cough at all but the lady in front of her did. Tapping her on the shoulder she offered her a drop. The cougher took it gratefully and coughed no more.

Late that night the solicitous one opened her medicine cabinet. There lay the box of cough drops. In utter panic she rushed to her bag. In it was a box of Vigoro tablets, those pellets you drop in with the flowers and pray they'll grow. The thought of what she had done to the movie cougher was intolerable. Calling the druggist she asked frantically, "Will it hurt her?"

"No, ma'am, it won't," soothed the druggist, "but it may make her sick. You fed her about two spades full of manure."

Pearls of Wisdom

- ♦ The honeymoon has ended when a wife stops making a fuss over her husband, and begins to make a fuss with him.
- ♦ BIOGRAPHY: Apron strings, heart strings, purse strings, harp strings.
- ♦ A short story entitled "Three Generations": Grandfather had a farm. Father had a garden. Son had a can opener.
- ♦ People who squawk about their income taxes may be divided into two classes. They are: men and women.
- ♦ Here is one man's formula for success in Bureaucracy: "Shoot the bull, pass the buck, and make seven copies of everything."
- ♦ Many an argument is sound—just sound.

Ideal Film for Civic Clubs

E. R. Squibb's film "Rx" is ideally suited for civic clubs and the like. When in need of a suitable program for your club, arrange to show this film. It's running time is 22 minutes. Further details from your Squibb representative.

DRUGS



The Drug Store-at Christmas

Christmas could never be so merry without drug stores! Dressed up for holiday service the drug store contributes immeasurably to the meaning, spirit and happy atmosphere of Christmas.

The Dean family takes this opportunity to thank the druggists of America for their loyal cooperation . . . and to compliment them for the part they play in protecting the health of their communities, every day of the year.

Dean RUBBER MFG. CO.
North Kansas City, Mo.

Makers of Modern Quality Prophylactics
... including Dean's Reservoir End Peacocks



Dean Ave

The Bodeker Drug Co.

1408-1420 EAST MAIN STREET, RICHMOND 13, VIRGINIA

After all, there is no
better way of saying it —

A Merry Christmas
and

A New Year filled
with Health, Happiness
and all the other things
that go to make life
worth living.

Bill Allen

"Ask your friend from Bodeker"

YOU!



**ARE LOSING CUSTOMERS
and PROFITS Every Day You Do Not
Have This Dispenser on Your Counter**



**It Helps You Make More Profit
On Alka-Seltzer 3 WAYS:**

- 1** YOU pocket a good profit on each sale.
- 2** YOU create new Alka-Seltzer users.
- 3** YOU are soon selling these new customers the 30c and 60c sizes.

*Keep your dispenser filled . . . make it work for you.
If you haven't a dispenser, write us for one today!*

Alka-Seltzer Miles Laboratories, Inc., Elkhart, Ind.
Partners of the Retail Druggist for more than 60 years



TOWARD BETTER SERVICE...

Installation of a completely new telephone switchboard system, embodying the very latest electronic service features is another step forward in our relentless pursuit of better ways to give you better service.

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